

# Summary of CSP Benefits and Responsibilities

CSP Benefits	Authorized	Silver	Platinum
Use of Authorized CSP Logo Designation	•	•	•
Partner Portal Access	•	•	•
CSP Newsletter	•	•	•
Webinar Program	•	•	•
Technical Training Courses – Training Center	•	•	•
Technical & Sales Training Courses – Online	•	•	•
Demo Equipment Programs	•	•	•
CSP Summit Participation	•	•	•
Field Support	•	•	•
E-mail Technical Support (Warranty or Annual Maintenance)	•	•	•
Phone Technical Support (Annual Maintenance)	•	•	•
Phone Technical Support (Warranty)		•	•
Try & Buy Program		•	•
Customer Case Studies Published		•	•
CSP Advisory Board (Eligible)		•	•
Lead Referrals		•	•
MDF Co-op Funding		•	•
National Accounts Referral Program			•
Global Accounts Referral Program			•
Customer Executive Briefing Events			•
Engineering Bid Support			•
Competitive Intelligence			•
Field Trials			•

CSP Responsibilities	Authorized	Silver	Platinum
Trained Sales Personnel	•	•	•
Trained Technical Staff	•	•	•
Technical Support (First Line)	•	•	•
Customer Case Studies/News Release	•	•	•
Include March Networks on Your Website	•	•	•
Semi-Annual Business Reviews and Forecasts		•	•
Minimum Sales Objectives		•	•
Demonstration Equipment Purchase		•	•
Promotional Marketing Activities/Advertising			•
Joint Tradeshow Participation			•
Sales Meeting Participation			•
Technical Support (Second Line)			•

The March Networks CSP Program helps solution providers build a sustainable business model in a fast-changing environment. To learn more about the program, or becoming a March Networks Certified Solution Provider, please contact us at [info@marchnetworks.com](mailto:info@marchnetworks.com) or call us at 1 800 563 5564 or +1 613 591 8181.

