



Become a Reseller

Start selling!

Start selling IP Soft products and services and get sales and marketing support from us today!

Understand Ts & Cs of the Partner Program

To become an IP Soft partner you need to study and understand our Partner Program. You can find more information on our Partner Portal. (Link to Ts and Cs)

Register online

When you have looked over our Partner Program the next step is to register via our global website, or on one of our local websites. When you registered online, information about your company is sent to IP Soft's local office and one of our consultants will be in touch with you within 48 Hours.



You can alternatively also email partners@ipsoft.co.za

HOW TO BECOME A RESELLER

The guide aims to give you a detailed, step-by-step explanation of how to join the IP Soft Partner Network.

Receive your membership documentation

Your Membership Documentation for IP Soft will be sent to you online once we have received all the relevant signed contracts and agreements. This document confirms your participation in the IP Soft Partner Program and your right to resell specific IP Soft products and services as stipulated in the agreement.

Accessing the Partner Portal

Together with your Membership Documentation, you will be given access to the Partner Portal at <https://www.ipsoft.co.za/partner-portal> On the Partner Portal you can find a lot of information that can help you develop your business and, of course, expand your skills to meet the requirements of the partner program. Free resources like brochures, pricelists and marketing material are accessible on the portal for each product and service. To stay up to date with the latest news and information on IP Soft and its products and services we encourage you to sign up for our newsletters.



Sign Up



Partner Portal

Get Trained

The Partner Portal helps you to find the training materials and information you need to prepare yourself for certification exams. As a new member of the Partner Program, we advise you to take our sales training and learn more about how to sell IP Soft affiliated products and services successfully. We provide a clearly structured education and certification scheme which ensures our partners are fully familiar with all of our products and services which they will be selling. Partners can choose the education program which suits them best — on-line courses, face to face training or recorded modules — in order to prepare for a test. Please note that some of the trainings have a cost attached and are compulsory for becoming a reseller. Each training culminates in an exam which sales and technical specialists will be expected to pass successfully. According to the requirements of the Partner Program, to reach some partnership levels companies should have certified technical and sales specialists within their staff.

Awareness

As a Partner, you can join various incentive campaigns for your company and your customers. Web-seminars, events and advertising are the best ways to generate leads for your company. The first step here is to place information about IP Soft affiliated Products and services onto your website. Reaching each level of the Partner Program gives you access to many extra features, including an enhanced range of marketing activities, leads from IP Soft and co-marketing initiatives with IP Soft. To make future clients aware of your role as a reseller we will also place your company details onto our website at <https://ipsoft.co.za/find-a-reseller/>, where clients can get your contact information when they want to buy certain products or services.



Find a Reseller

We hope that this document helps you to become an IP Soft partner! If you have any questions please contact us at partner@ipsoft.co.za or contact our Head Office.

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