

MICROSCAN® IntegratorAlliance

*Welcome to the Microscan Integrator Alliance,
a global network of system integration professionals
qualified to implement Microscan technology.*

OVERVIEW

U.S.A.

Canada

Mexico

France

Italy

Turkey

China

India

Japan

South Korea

Egypt

South Africa

Brazil

Argentina

Ireland

Australia

New Zealand

Belgium

Germany

Spain

Malaysia

System integration is a critical component to any factory automation solution. The Microscan Integrator Alliance provides the right professional to Microscan customers for worry-free commissioning of their tracking, traceability, and control applications.

Integrator Alliance members amplify Microscan's Partner Alliance Model through breadth of knowledge, regional coverage, market focus, and proven ability to provide automation solutions. By combining forces, Microscan Partners and Integrators can sell products and services deeper into accounts and provide a complete solution for our mutual customers.

ELIGIBILITY

★ Experience

Proficient in the use, application, and operation of barcode reading technologies, machine vision technologies, or has the willingness to be trained and maintain a certified level of technical expertise.

★ Location

Influence on a geographical area that is strategic to Microscan or complements areas served by Microscan Partner Alliance Partners.

★ Reputation

Positive and established reputation in at least one of Microscan's target markets, including but not limited to: Packaging, Electronics Manufacturing, and/or Clinical Automation.

★ Capability

Employs a dedicated staff that:

- Can conduct on-site sales and consulting for end-user customers.
- Can conduct on-site pre- and post-sales technical support for end-user customers.
- Offers quality first-level technical support to your customers during normal business hours.

BENEFITS

Product Discounts	★
Online Integrator Directory	★
New Product Development Program	★
Integrator Alliance Brand Recognition	★
Key Account Program	★
Microscan Certified Training Program:	
Regional Training	★
Web-Based Certified Training	★
Demo Equipment Program	★
Marketing Collateral	★
Monthly Channel Newsletter	★
Partner Alliance Website	★
Online Technical Self-Help	★
Live Technical Support and Help Desk	★
Market Strategy Support	★
Email Marketing Templates	★
Case Study Participation	★

REQUIREMENTS

Targeted Project Plan	★
Microscan Logo on Website	★
Minimum Sales Revenue	★
Discretionary Influence	★
Initiate Microscan Conversions	★
Microscan Certified Training Program	★

How To Become an Integrator

Take the first step in establishing a rewarding relationship with Microscan. For more information on the Microscan Integrator Alliance, contact the Global Channel Manager today:

partners@microscan.com

1-800-762-1149

MICROSCAN®

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