

Partner Accelerate Program

Driving Innovations

Partner Benefits	Authorized ★	Certified ★★	Premium ★★★
Personalized access to the Rittal Partner Portal	✓	✓	✓
Rittal marketing material	✓	✓	✓
Sales and technical tools	✓	✓	✓
Rittal training platform	✓	✓	✓
Annual incentive rebates		✓	✓
Marketing Development Funds*		Level 2	Level 3
Deal registration - up to 10%		✓	✓
Rittal Enclosure demo products	✓	✓	✓
Co-branded marketing materials	✓	✓	✓
Leads provided on Rittal products & solutions			✓
Company listing in the Rittal Partner Locator		✓	✓
Quarterly promotions/incentives		✓	✓
VIP Access		✓	✓
Hotline phone number and email		✓	✓
Pricing	Level 1	Level 2	Level 3
Channel Account Manager			✓
Partner Requirements	Authorized ★	Certified ★★	Premium ★★★
Submission of Annual Business Plan		✓	✓
Annual revenue targets	< \$200K	\$200K - \$500K	> \$500K
Bi-annual business review meetings		✓	✓
Rittal Partner Logo on company website		✓	✓
Annual Training of Sales & Pre-Sales Tech Support		✓	✓
Signed Partner Agreement		✓	✓
Standard Rittal Terms & Conditions of Sales Apply	✓		
POS Reporting		✓	✓
Rittal Product Champion			✓

*Proposal Based and must meet partner requirements in order to be eligible.

ENCLOSURES

POWER DISTRIBUTION

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It's easy to become a Rittal Partner

1. Contact Us.

We'll be happy to answer your questions.

Phone: 224-478-5593

Email: rittal@rittal.us

2. Meet with your local account manager.

Your local account manager will set-up an initial meeting to get to know you and explain the details of your partnership.

3. Apply to be a Rittal partner.

Visit: **www.rittal.us/applynow** to complete the partner application, accept the Rittal partner contract and start to enjoy all the benefits of Partnership.

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