





Partner with Rittal

Partner Benefits		
Preferred Partner pricing discounts	35% off list	40% off list
Personalized access to the Rittal Partner Portal	√	√
Rittal marketing material	√	√
Sales and technical tools	√	√
Rittal training platform	√	√
Annual incentive rebates	2%	3%
Market Development Funds – 1% of sales	√	√
Deal registration – 10% additional discount	√	√
Rittal Enclosure demo products – 90% off list (max. \$2500 list price, 1 per location)	√	√
Co-branded marketing materials	√	√
Leads provided on Rittal products & solutions	√	√
Company listing in the Rittal Partner Locator	√	√
Partner Requirements		
Submission of Annual Business Plan		√
Annual revenue targets	< \$250K	> \$250K
Quarterly business review meetings		√
Rittal Partner Logo on company website	√	√
Trained technical support for Rittal products and solutions		√