



*Comprehensive AI-Powered Video Analytics*



## **Agent Vi's Channel Partner Program for innovi**

### **Program Overview for Systems Integrators**

**Agent Vi's Channel Partner Program (CPP) defines the framework through which systems integrators and distributors may resell, install and support innovi.**



## Why Become an Agent Vi Partner?

The importance of video analytics has grown in parallel to the exponential rise in video surveillance channels installed around the world. Once considered a “nice to have”, video analytics is today a “must have” component in any modern surveillance system. Moving from reactive to proactive security, reducing investigation times, enhancing situational awareness, receiving improved operational insights and more – these are all benefits derived from video analytics that significantly boost the value of a surveillance system.

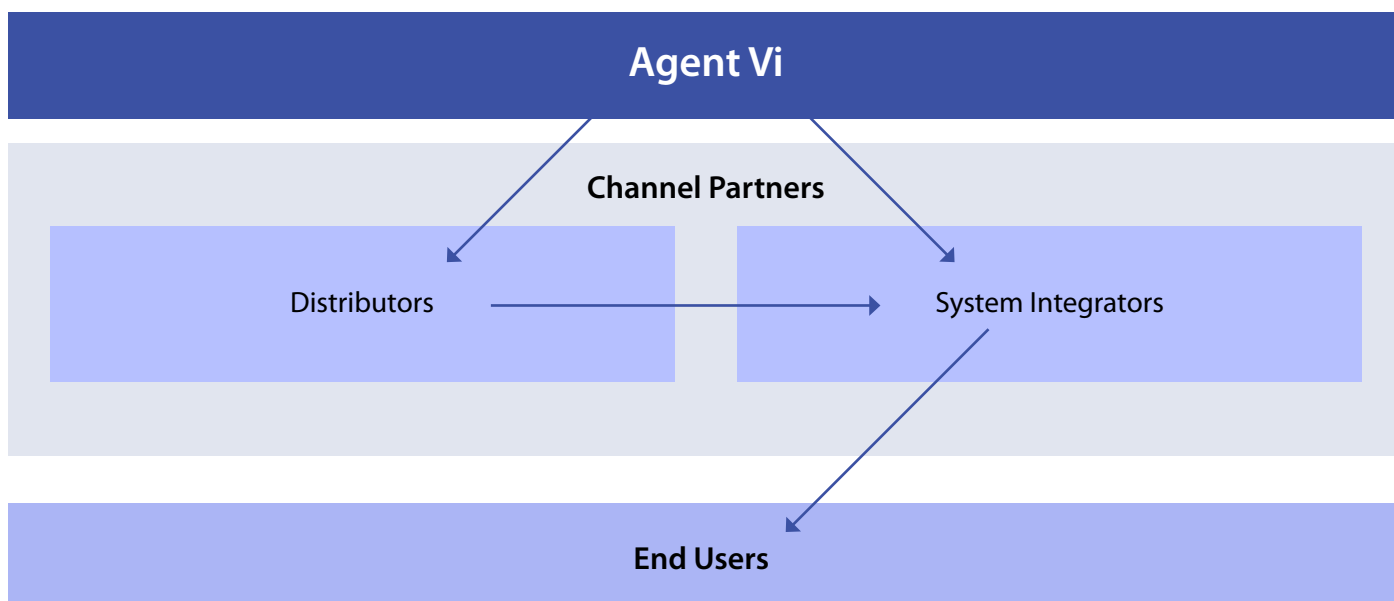
As a trailblazing video analytics developer, Agent Vi is proud to have been at the forefront of this shift in market acceptance. Since 2003, Agent Vi has been positioned as a global leader in the video analytics software field, and continues to innovate, serving as the security industry’s first company to commercially deploy cutting-edge deep learning video analytics solutions over cloud.

Agent Vi has responded to the increased demand for advanced video analytics solutions with a comprehensive suite of cutting-edge AI-powered video analytics products available via a cloud-based service model (SaaS) or via an on-premise setup, a worldwide presence through a broad network of sales channels, thousands of deployments around the world, along with a strong track record for reliable service and support.

Agent Vi is committed to offering you and your customers exciting new ways to make practical use of surveillance video, by continually introducing new AI-powered video analytics products and capabilities that meet Agent Vi’s strict quality standards.

**Partnering with Agent Vi enables you to offer your customers a more extensive product range and to improve your competitive position. Capitalize on your existing customer base by introducing enhancements to existing installations and associated services. Attract new clients by offering the industry’s most comprehensive suite of advanced video analytics products and services from a trusted and time-tested video analytics provider.**

## Agent Vi’s CPP for innoVi Structure



## **Partner Benefits**

### **Discounts on Agent Vi Products**

Agent Vi rewards all of its channel partners by offering discounts on innoVi's MSRP prices. Furthermore, an End User registration discount is also available, for those channel partners that bring Agent Vi into direct contact with the end user to help close the deal.

### **Access to innoVi Marketing Portal**

Agent Vi offers a dedicated Partner Portal with resources for channel partners including marketing and sales collateral (brochures, presentations, customer stories, data sheets etc.), web resources (promotional clips, logos, texts), marketing campaigns, event listings and more.

### **Access to Technical Support**

Agent Vi's Customer Support team provides channel partners with support for both pre- and post-sale inquiries, enabling you to receive project design assistance, technical information for tenders and RFIs, support with installations and more.

### **Listing on Agent Vi's Website: How to Buy**

As an Agent Vi channel partner, you will be listed in the "How to Buy" section of Agent Vi's website. This enables potential customers in your region to easily identify you as a channel partner of Agent Vi and to contact you directly.

### **Access to Demonstration Software**

Channel partners are provided access to the innoVi software demonstration package, which enables you and your staff to show innoVi demonstrations from your computers, wherever you may be.

## **Partner Requirements**

### **Joining Agent Vi's Channel Partner Program**

In order to resell innoVi and enjoy the benefits listed above, the partner (systems integrator) must sign Agent Vi's Channel Partner Program agreement. Existing channel partners are required to enter into an updated agreement covering innoVi resale terms.

### **Customer Care**

Agent Vi expects all direct support activity of end users to be handled by the relevant channel partner. In turn, the channel partner can receive support from the Agent Vi Customer Service team, as outlined in "Access to Technical Support" above.

## Partner Discounts

<b>Agent Vi Channel Partner Discount</b>	MSRP minus 20%
<b>End User Registration Discount</b> Discount will be applied for introduction of Agent Vi to the end user and involvement of Agent Vi in the sales process	5%

### About Agent Video Intelligence

Agent Video Intelligence (Agent Vi™) is the leading global provider of AI-powered open architecture video analytics solutions. Agent Vi's comprehensive offering includes software products for automatic analysis of live or recorded surveillance video, allowing real-time detection of events of interest, object tracking, and quick extraction of events and data from recorded video. Agent Vi's solutions can be deployed on-premise on the customer's infrastructure, or delivered as a cloud-based SaaS, and are fully integrated with a variety of third-party cameras, encoders, video management systems and alarm automation software.

Agent Video Intelligence Ltd. Americas: +1-855-AgentVi (+1-855-243-6884) EMEA: +972-72-220-1500 S.E. Asia: +65-6813-2064  
For more information, visit: [www.agentvi.com](http://www.agentvi.com) or email: [sales@agentvi.com](mailto:sales@agentvi.com)

Agent Vi™, innoVi™, innoVi Edge™ and Vi™ are trademarks of Agent Video Intelligence Ltd. © 2020 Agent Video Intelligence Ltd., All rights reserved