



Frequently Asked Questions

Q: How do I become a member of ATTO Accelerate?

A: Simply, fill out an application at attotech.com/partners/partner-program-signup, and an ATTO representative will contact you as soon as possible.

Q: What are the minimum qualifications needed to be accepted in to the program?

A: ATTO reviews a number of different qualification criteria to determine the level of partnership in the Accelerate Program. The membership criteria is based on both revenue objectives as well as strategic partnership value. ATTO will work hard to determine the best level for every partner to ensure mutual success.

Q: Now that I'm a member of ATTO Accelerate, what are my benefits?

A: There are a variety of benefits that we extend to our solution provider partners. Some of the key benefits include: Deal Registration, Market Development Funds (MDF), Product Programs, access to the ATTO Resource Center, Technical Support, Training, and Volume Incentive Program, and Priority Notification of New Product Releases. Dependent on the tier you qualify for, there may be many additional benefits.

Q: What resources will I be given as a member of the program?

A: An account manager will be appointed to each partner and a joint business plan will be completed annually to ensure success. Other resources include Product Programs, Training Modules, access to the ATTO Resource Center, and the finest in Technical Support; just to name a few.

Q: What happens if a partner fails to achieve the minimum qualifying criteria of their current Accelerate tier?

A: In the unlikely event that ATTO determines a partner is not reaching the quarterly minimum criteria set forth, the partner would be placed in a probationary period. At the end of that period, ATTO will advise that their status within the program has been changed to a lower tier.

Q: After I become an ATTO Accelerate partner, is it possible to be moved to a higher tier with increased benefits?

A: Periodically, ATTO will perform a review with every Accelerate Program Partner. If the partner has achieved over the minimum requirements and the partner and ATTO mutually agree it is beneficial to move to the next level within Accelerate, ATTO will invite the partner to move to the next Tier. Partners can also request a status review by contacting ATTO at accelerate@attotech.com.

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