



ascend PARTNER PROGRAM +

ASCENT PLUS

Partner Program



As the world's leading provider of enterprise mobile-computing systems and solutions, we believe that we have a significant responsibility to our resellers



PC = DC PSION TEKLOGIX

PARTNERING WITH PSION TEKLOGIX

Psion Teklogix is committed to your success through the Ascent Plus Partner Program

What is the Ascent Plus Partner Program?

Ascent Plus is a program designed to help Psion Teklogix' highly valued VAR partners achieve substantial business success through partner-customized marketing and selling strategies. Our unique-to-the-industry Ascent Partner incentive benefits equip members with the proper tools to drive market performance.



Why should my company consider becoming an Ascent Plus member?

Psion Teklogix highly values our VAR partners whose quality products significantly expand the range of solutions available to customers in the mobile computing market. The Ascent Plus Partner Program delivers exceptional products and services, to provide our mutual customers proven solutions and effective results.

As an Ascent Plus member, your company will benefit from a substantial range of mobile products and support services tailored to your business needs including:

Multi-Pronged Award Winning Communication Channels

Ascent Plus members are guaranteed access to all Psion Teklogix communication channels. Sales managers and coordinators are available to assist members with product information and cooperative selling. Members also enjoy an introduction to our internal sales force and receive a listing and link on our highly ranked public website. In addition, you will enjoy access to our award winning global partner portal.

World Class Sales Programs Offering Multiple Incentives

Psion Teklogix tailored the Ascent Plus sales-incentive package to significantly impact the revenue and profits of our partners. From jointly authored business plans, to substantial product discounts, the incentives are numerous, highly attractive, and designed to maximize value.





Exceptional Service and Support

The commitment to service and support is a cornerstone of the Psion Teklogix business mission. Ascent Plus members retain levels of both service and support that go beyond even the highest standards we apply in our daily operations. In addition, we offer considerable discounts for several service programs, including site surveys and installation, and service-contract renewals.

State of the Art Collaborative Marketing Solutions

Since communicating the benefits of your products and solutions to potential customers is essential, we put together a collaborative marketing package which ensures that you and Psion Teklogix reach the widest possible audience through cooperatively-crafted marketing efforts. We offer professionally developed marketing collateral, market-development funds, jointly-developed marketing campaigns, use of our logo, as well as participation in our tradeshows and partner events.

Partnering with Psion Teklogix: An Ascent Plus Member's View

“ In addition to their products, we were also attracted to Psion Teklogix because of the possibility of [a] relationship with the company...they will not only take our call, they will be on a first name basis with us and immediately help us [to] help our customer. That kind of open communication is what we promise our own customers because it makes doing business easy, which is what we all want. ”



John Templeton
 President, Millennium Technologies
(Business Solutions Magazine, February, 2009)

Ongoing partner communications

– like our annual Ascent Educational Forum and our Monthly Ascent Plus ‘Product Bulletin and News’ e-newsletter – ensure you’ve always got the information you need to succeed with Psion Teklogix products.



Become an Ascent Plus Partner Today!

For more information on becoming an Ascent Plus Partner call 800.322.3437 or email us at americas@psionteklogix.com



About Psion Teklogix

Psion Teklogix Inc. is a leading provider of rugged mobile computing solutions to a range of industries around the world. For over three decades, companies have turned to Psion Teklogix to empower their mobile workforces by increasing efficiency and productivity. Psion Teklogix offers a wide range of rugged mobile computers fully supported by responsive and reliable customer service and a creative approach to solving your mobility problems.

Psion Teklogix delivers its mobile computing solutions in over 80 countries through a global network of direct sales and support offices, as well as regional business partners. These business partners include WMS Supply Chain, Regional Systems Integrators, Wide Area Mobile Partners and more.



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