

Wavestore Partner Program



wavestore.com/partners

At Wavestore, we're more than just a technology provider; we're your partner for growth.

Explore the reasons why Wavestore is your ultimate security partner.

Forward-Thinking Innovation

Wavestore continuously pioneers advancements in security technology, ensuring that our partners always stay ahead of the curve. Partnering with us means access to cutting-edge solutions that open new markets and opportunities for business growth.

Comprehensive Integration Capabilities

Wavestore's platform is designed for seamless integration with a wide array of systems and technologies. This integration extends the capabilities of your existing solutions, enhances system functionality, and enables you to deliver a more holistic service to customers, increasing client satisfaction and retention.

Partnership-Centric Approach

Unlike competitors who may see their partners as mere sales channels, Wavestore views each partnership as a strategic relationship. We invest in your success through dedicated support, shared marketing efforts, and collaborative product development. This approach not only assists your operational capabilities but also amplifies your market presence and competitive edge.

Scalability and Flexibility

Whether dealing with small-scale installations or large, complex systems, Wavestore's solutions are scalable to any project size. This flexibility ensures that as your customer needs grow and evolve, you can confidently scale operations without switching platforms, safeguarding your long-term investments and minimizing operational disruptions.



Partner Benefits & Requirements

	Benefits	Registered	Certified	Platinum
	Tiered discount pricing		Tiered discount level available	
Business Growth	Demo equipment program	✓	✓	✓
	Marketing welcome kit	✓	✓	✓
	Online demo sessions	✓	✓	✓
	Pre-sales support	✓	✓	✓
	Project registration		✓	✓
	Not-for-resale demo licences		✓	✓
	Co-branding opportunities		✓	✓
	Dedicated account manager & sales review		✓	✓
	Opportunity for joint business development		✓	✓
	Preferable credit terms			✓
	Advisory / consulting services			✓
	People	Easy access to training	✓	✓
Online certificate		✓	✓	✓
Quarterly newsletter		✓	✓	✓
Online training discounts			✓	✓
On-site training discounts			✓	✓
Regular company, product & solution updates			✓	✓
Tech	Access to resource centre	✓	✓	✓
	Access to technical knowledge base	✓	✓	✓
	Technical specification review		✓	✓
	Easy access to software releases		✓	✓
	Priority technical support		✓	✓
	Higher-weighting in product roadmap development			✓
	Co-innovation opportunities			✓
Requirements				
	Approved Partner Program application	✓	✓	✓
	Annual revenue commitment		\$TBD	\$TBD
	Minimum number Wavestore Certified staff		2	4
	Annual refresher training		✓	✓

Join the Wavestore partner community and unlock a world of opportunities. Elevate your business with our innovative solutions, dedicated support, and collaborative approach. Together, we can achieve mutual success and thrive in the ever-evolving security industry.



Solutions for a world we can't yet see

Visit wavestore.com for more information

Wavestore Global Ltd
0800 640 6660
info@wavestore.com

Wavestore USA & Canada
+1 855 526 8887
salesamericas@wavestore.com

Wavestore Middle East
+971 (4) 881 2903