

# Door Tablet Channel Partners

## A Beneficial Partnership



### Why Become a Channel Partner

We are here to help you offer your customers the most secure and stable workspace management system in the market at a competitive price - with generous margins for our channel partners. Whether you work as consultant, systems integrator, specialist AV equipment seller or installer, we want everyone to benefit from recommending and using our products.

### A Brief Overview

Door Tablet is a combined software and hardware solution for managing workspaces. It optimizes the use of meeting rooms, hot desks, huddle spaces and booths. Wayfinding displays are available to help guide people along the way. Our software works with your clients' existing scheduling system - Office 365, Microsoft Exchange, Google G Suite, IBM Domino, etc so there is nothing new to learn. The software also integrates with a variety of booking systems via API.

A lifetime of value for you and your customers



### Generous Margins

For the initial installation, channel partners have exclusive access to heavily discounted prices on everything that we offer, including:

- Software licences
- Purpose-built hardware
- Extended hardware warranty

You earn additional revenue by offering extra services on top of the purchase of Door Tablet, such as the installation, maintenance and support. Door Tablet is device agnostic and works on most display devices including Android, iOS and Windows. We recommend offering our purpose-built devices such as the Door Tablet AIO and Door Tablet TC, which arrive with everything needed for installation, including mounting for any surface.

Door Tablet offers Wayfinding displays via our Door Tablet ABX (Android) or Door Tablet WBX (Windows) for large panel displays or TVs which you source and install.

We will guide you through every step of the way to the perfect software and hardware installation for your clients.

### Ongoing Revenue

Our annual software maintenance fees can be offered through your company, as well as any other service agreements you may wish to add on top. The majority of our customers opt for annual maintenance agreements to ensure seamless working of the system.

### Your Reputation is Key

We are very proud of our record of 99.99% uptime. This ensures that your customers are happy with the installation you have recommended. In addition, you do not waste time and money firefighting stability issues that you might experience with an unreliable workspace management system.

Door Tablet is reliable and flexible to the customer's needs. You will never have customers regretting the day that they followed your advice to install Door Tablet.

### Security at Highest Standards

We are proud that a wide variety of data-sensitive companies across the world trust Door Tablet.



### Bespoke Layouts

Door Tablet layouts are fully customizable and you can set up bespoke layouts and branding for all your clients according to their requirements.



### Global Reach

We currently offer 13 native languages for the Door Tablet end-point (including right to left languages like Arabic). We can accommodate new languages if needed and users can create them too. We are delighted to engage with prospective partners from new regions and countries.



### Translation

We have enabled our platforms to handle translations of our marketing materials and will be happy to facilitate the conversion of our brochures to the language your clients and prospect will be happy with.



### Future-proof System

Door Tablet will never be left behind when it comes to features. We are constantly updating and refining our system, adding new features and taking advantage of new technologies as they become available or affordable, providing you with new sales and revenue opportunities.



### System Mobility

Door Tablet will move with your clients. If a client decides to change their scheduling system to another that we support, Door Tablet will integrate with that too. No change of workspace management system is ever needed.



### System Expandability

Door Tablet will grow and expand as your client's business does, so a valued client will never "grow out" of your service. Customers can simply swap devices and workspaces in and out as needed. As your customers' businesses grow, you will be able to up-sell more devices and workspaces.



### Rapid Access to Support

We are always on hand to help resolve any system issues immediately, but our focus is always on prevention and not cure, so we are rarely needed. Rest assured that we will be there for you on the rare occasions you do need us. We want every level of our customer chain to be happy with our service level and responsiveness.



### We Will Help you Sell & Install

Once you have registered as a Channel Partner, you will unlock access to your bespoke quotation tool to use on behalf of prospective customers. We are not needed in the process at all. We also have videos about becoming a Door Tablet Channel Partner in our online video library.

We are always on hand for guidance or to clarify issues and answer technical questions on the installation or running of our system. We have an extensive library of support videos to help our customers too.



### Promotions and Localisation

Our team at Door Tablet is ready to work with you to promote your services combined with our products. We understand the importance of knowing your clients, their business, customs and culture, which only you can reach.

We can work with you on promotions, skills transfer and enablement so that when our products meet your clients we will both succeed.



### Next Steps...

**If you are interested in becoming a Door Tablet Channel Partner, then register on our website and tell us - we can discuss and explore how best to help each other. If you wish to see Door Tablet in action, try the demo server on our website.**

<https://door-tablet.com> | [sales@door-tablet.com](mailto:sales@door-tablet.com)

UK: +44 800 910 1131 | USA: +1 407 545 5925

Server software is available for download after registration

Tablet apps are available from Apple, Google and Microsoft Application stores.

Search: door tablet

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 **DOOR TABLET**