# AVIGILON™

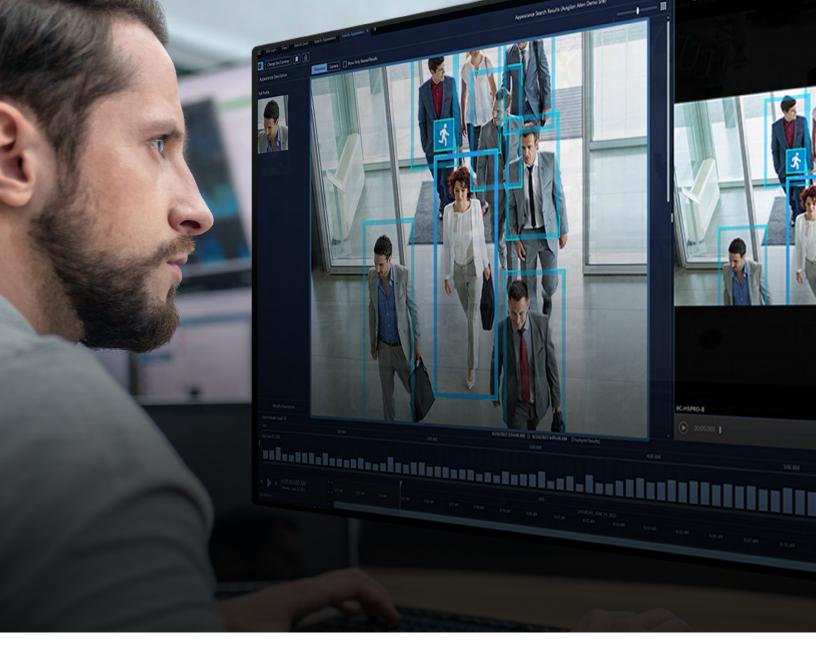# TECHNOLOGY PARTNER PROGRAM BROCHURE

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# INNOVATING TOGETHER

Our mutual customers rely on seamless, unified workflows between the range of technology applications they use to provide security, safety and enhanced operations. Avigilon physical security solutions can be integrated with innovative, complementary applications to enhance our customers' capabilities.

The Avigilon Technology Partner Program offers third party software, hardware and development services vendors the opportunity to engage with Avigilon in a structured, resource-oriented partnership with the ultimate goal of driving value for our mutual customers.

### Open Platform.

Our comprehensive portfolio of video security and access control solutions are designed for seamless interoperability with third party software and hardware. Build custom integrations using our feature-rich APIs and leverage knowledge and resources from our Developer Support Community.

### Choose How You Partner.

Participants can engage with Avigilon at their own pace as they focus on creating unified workflows that enhance customer outcomes. Resources and benefits are calibrated to meet participant needs in the areas of technical guidance, product knowledge and go-to-market assistance.

### Expand Your Market.

Through streamlined onboarding, support and communications, the Avigilon Technology Partner Program accelerates time-to-market for key integrations. Opportunities for joint go-to-market approaches with strategic partners elevate the value of our offers to our mutual customers.

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# Partner Tier Logos

## Technology Partner

Complementary technology vendor with market leading applications who writes, sells and maintains integrations using Avigilon APIs and SDKs.



Primary Badge in Blue



Badge in Reverse Color

## Development Services Partner

Development services provider who writes, sells and maintains integration middleware using Avigilon APIs and SDKs.



Primary Badge in Blue



Badge in Reverse Color

RGB: 0, 94, 184
CMYK: 99, 50, 0, 0
Hex: #005EB8
Pantone: 300 C

RGB: 0, 0, 0
CMYK: 0, 0, 0, 100
Hex: #000000

# Avigilon Technology Partner Program

Benefits Summary

| BENEFITS* | COMPATIBLE VENDOR | DEVELOPER | DEVELOPMENT SERVICES PARTNER | TECHNOLOGY PARTNER |
|---|:---:|:---:|:---:|:---:|
| Developer Support Community and documentation access | ● | ● | ● | ● |
| Testing guidelines | ● | ● | ● | ● |
| Eligible to request demo license | ● | ● | ● | ● |
| Eligible to be listed on Avigilon.com | ● | | ● | ● |
| Ability to submit API feature requests and integration ideas | | ● | ● | ● |
| Eligible to receive program newsletter emails | | ● | ● | ● |
| Online training access | | ● | ● | ● |
| Advance notice of new releases and features | | | ● | ● |
| Annual partner event | | ● | ● | ● |
| Partner logo and marketing templates | | | ● | ● |
| Additional joint go-to-market benefits | | | ● | ● |

*Applies only to Avigilon Unity participants

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# Avigilon Technology Partner Program
Requirements Summary

| REQUIREMENTS* | COMPATIBLE VENDOR | DEVELOPER | DEVELOPMENT SERVICES PARTNER | TECHNOLOGY PARTNER |
|---|:---:|:---:|:---:|:---:|
| Completed application and agreement to Avigilon Developer Community terms (and API/SDK license terms, if applicable) | ● | ● | ● | ● |
| Submission of completed test results according to Avigilon guidelines | ● | | ● | ● |
| Provide completed integration resources to Avigilon: | | | ● | ● |
|   - Integration brochure, installation guide, demo video | | | ● | ● |
|   - Integration support plan and support contact | | | ● | ● |
|   - Integration offer and licensing overview | | | ● | ● |
|   - Demo license(s) for sales demos upon request, if applicable | | | ● | ● |
| Provide updated resources upon changes to integration | | | ● | ● |
| Completion of annual joint opportunities and functionality review | | | ● | ● |
| Inclusion of Avigilon in website partner listing/other partner collateral | | | ● | ● |

*Applies only to Avigilon Unity participants

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# Technical

## Developer Support Community

Program members at all levels receive access to our Developer Support Community, where they can leverage knowledge and insight from Avigilon experts, as well as from the full Avigilon partner ecosystem. Up-to-date documentation on our development tools and other Avigilon resources can also be easily accessed in the Developer Support Community.

## Testing Resources

All program members have access to testing guidelines from Avigilon to help ensure their integrations meet common use case functionality standards. Partners are also eligible to request demo licenses and specialized products from the Avigilon demo equipment pool for testing or customer proof-of-concept purposes.

## Online Training

Program participants receive access to a customized online learning path focused on key Avigilon product functionality for partner integrations.

# Product

## Product News and Updates

Stay up-to-date on new releases and features through our regular newsletter emails, as well the ability to submit API feature requests and integration ideas to Avigilon in our Developer Support Community.

## Annual Virtual Summit

Partners will receive invitations to our annual partner event, featuring updates on development tools and product features, along with feedback sessions and other opportunities to share partner insight on Avigilon integrations.

# Marketing and Sales

### Partner Marketing Resources

Development Services and Technology Partners with tested integrations will be eligible to list their integrations on the Avigilon website. These partners may also leverage exclusive partner logos, collateral templates and co-branding guidelines to highlight their integrations to Avigilon sales representatives, partners and end users.

### Joint Go-to-Market Benefits

Additional benefits for select partners include featuring their integrations in Avigilon newsletters and webinars, exposure to Avigilon channel and sales stakeholders and invitations to annual joint opportunity planning sessions.

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Ready to move the security industry forward together? Get started on your Avigilon integration today. **GET STARTED >**

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