

Commercial



Requirements	\$0-\$9,999	\$10,000-\$49,999	>\$50,000
Hardware sellout / year	\$0-\$9,999	\$10,000-\$49,999	>\$50,000
Partner agreement		✓	✓
Business plan review	✓	✓	✓
Education			
LexmarkU access (e-Learning)	✓	✓	✓
Onsite sales training		Exception-based	Exception-based
Costs related to Lexmark training - support for travel expenses (via MDF)			✓* up to 50% funding
Access			
Dedicated Lexmark support	✓ <i>Telesales Account Manager</i>	✓	✓
PartnerNet access	✓	✓	✓
Virtual Solution Center (VSC)	Option	✓	✓
Marketing support			
Marketing Hub	✓	✓	✓
Marketing Development Funds (MDF)	Exception-based	Exception-based	Exception-based
Web content syndication ¹	✓	✓	✓
Financial benefits			
Special bid	✓	✓	✓
Quick bid		✓	✓
Pricing promotions		✓	✓
Margin enhancement for GO Line	✓	✓	✓
Demo program		2/year	5/year
GovConnect		✓	✓
Performance rebate			✓
Rewards @ Lexmark		✓	✓
Sales enablement			
Lead generation support		✓	✓
Lexmark Industry Advantage (LIA)		Exception-based	✓
Products			
Enterprise product line	✓	✓	✓
SMB / Lexmark Go Line series	✓	✓	✓
Solutions			
Lexmark Fleet Intelligence	✓	✓	✓
Cloud Fleet Management	✓	✓	✓
Cloud Print Management	✓	✓	✓
MPS Core		✓	✓

Other terms and conditions apply to Lexmark Partner Programs. Consult with your Lexmark Territory Sales Manager for more information.