

HELPING YOU LEARN MORE AND SELL MORE, FASTER

The **Vertiv Demo Product Program** is a great way for VPP Gold, Platinum & Diamond partners to provide hands-on solutions demonstrations, greatly improving the chances of solving customer's problems while increasing their success.

The intent of the **Vertiv Demo Product Program** is to provide VPP partners with products for use in their labs, technical support and/or demonstration rooms to enhance customer experience and speed up the sales cycle.

How it works:

- Go into the partner portal and click on the link of Demo Product Program
- Click on the contact us button which will generate an email to emea.partnermarketing@vertiv.com
- List the product part number you are looking for and your preferred distributor
- You will receive an email confirmation that your request has been received
- Vertiv will contact you to facilitate the transaction

Vertiv has multiple options, depending on VPP level and if applicable product/solution certification to supply your Vertiv demo unit.

PLEASE [CONTACT US](#) TO REQUEST A DEMONSTRATION PRODUCT

Vertiv Demo Program Terms and Conditions

All VPP Partners

- One unit per year from each hardware product family line from the channel pricelist, subject to approval, at significant discount available to Gold, Platinum and Diamond partners.
- Software products are not eligible.
Vertiv reserves the right to refuse demo product requests for example in the case of: three phase UPS's, large systems or with overly complex logistical or operational requirements making them impractical.
- Demo products may be purchased during one-year period beginning January 1st and ending December 31st.
- Not to be combined with incentives, promotions or discounts a Demonstration Product.
- All demo products to be purchased through distribution and must be shipped to partner's office/warehouse.
- Standard and expedited freight costs are the responsibility of the partner.
- Standard warranty terms apply. Warranty extensions or Power Assurance is not applicable in the initial purchase but can be purchased later.