

NETCONNECT® Installer Partner Guide

NETCONNECT is a complete portfolio of standards-based, technologically superior solutions that support voice, data, security, audio, video, controls and other building and campus systems. The NETCONNECT Structured Cabling Solution provides a complete fiber and copper cable, connectivity and cable management solution from the entrance facility to the desktop and across the campus.

Benefits of being a CommScope NETCONNECT Installer Partner

Partners enjoy benefits that can help grow business, expand customer base and maximize profit margins.

- Provide customers maximum warranty protection on CommScope products
- Increased visibility via CommScope's online Partner Locator
- Participation in valuable incentive programs
- Use of the CommScope PartnerPRO Network logo and local sales support
- Access to CommScope design tools, resources and technical support teams
- Access to CommScope education and communication

Requirements of a CommScope NETCONNECT Installer Partner

- Complete and submit an online application via the CommScope PartnerPRO Portal (CPP)
- All CommScope products must be purchased through PartnerPRO Network distributors or authorized resellers
- Receive a minimum number of customer surveys per year and maintain an average survey score. (2 surveys /4.0 average score)
- Participate in quarterly business reviews with CommScope to review sales, leads and business development activities
- Complete the CommScope Annual Partnership Process

Training Requirements*

Requirements below are waived for all active SYSTIMAX Partners

- ACT 1: Installing Premises Cabling Systems, SP3801 or ND3801. 2 individuals.
- ACT 2: Certifying and Troubleshooting Premises Cabling Systems, SP3802 or ND3802. 2 individuals.
- ACT 3: Designing Premises Cabling Systems, SP3000 or ND3803. 1 individual.

New: All ACT training is now valid for three (3) years

* All training certifications must be held by the partner's employees and cannot be associated with a subcontractor. It is the responsibility of the partner to notify CommScope of any personnel changes. It is the responsibility of the partner to ensure they meet all program requirements to maintain status during the active program year.

Next Steps

As the marketplace continues to become more crowded, differentiating yourself from the competition in a meaningful way becomes more difficult. Becoming a CommScope NETCONNECT Partner allows you to leverage the global equity of the CommScope brand and create greater value for your customers.

To learn more about the CommScope Partner programs available to you, contact your local CommScope representative or visit www.commscope.com.