

Win with Logitech

Scalable tech solutions from a trusted brand



Why partner with Logitech?

One Solution Provider: Logitech for Business offers a complete portfolio, enabling you to cross-sell and upsell effectively across industries and use cases, delivering more value to your customers.

Tech & Services: Access innovative, AI-driven products with Logitech’s design-led approach, supported by ongoing software enhancements that ensure long-term performance and best-in-class user experiences.

Deployment & Scalability: Logitech solutions are easy to deploy, manage, and scale, fitting projects of any size and reducing post-sales support demands to free up your teams resources.

Alliances & Global Reach: Seamless integration with Microsoft, Zoom, Google, and other major platforms, ensuring consistent, reliable service across over 100 countries.

Sustainability: Logitech’s eco-friendly products incorporate up to 66% post-consumer recycled plastic, helping you and your customers meet their sustainability goals.

Microsoft Teams

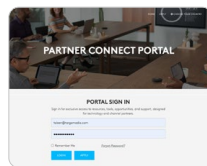
Leading Teams Certified Portfolio: Logitech offers the largest Teams Certified device range, including MTR-W & MTR-A on the same device.

Microsoft Copilot Ready: Full support for Microsoft Copilot’s roadmap, with advanced features like speaker recognition and participant attribution.

Logitech’s Partner Connect Portal

Access exclusive pricing, incentives, and resources. Grow your business with Logitech’s trusted, innovative solutions.

partners.logitech.com



Growth through partnership

Logitech is dedicated to driving partner success with a channel-first strategy.

With our extensive Logitech for Business portfolio, cutting-edge technologies, robust sales and marketing resources, and global support, we equip you with everything needed to grow your business and position yourself as a trusted Subject Matter Expert for your customers.

#1

market share in video conferencing¹



Key benefits for partners

- **Expanded Profitability:** Gain access to partner-exclusive pricing, incentives, deal registration, and rebates to boost your business’s bottom line.
- **Simplified Management:** Leverage advanced Partner Relationship Management (PRM) tools to manage incentives, deals, and customer relationships seamlessly from a single platform.
- **Strong Brand Trust:** Logitech is a globally trusted brand, holding the #1 market share in video conferencing and working with 70% of Fortune 100 companies.¹
- **Channel-first Focus:** Logitech prioritizes partner success with simplified processes, consistent incentives, and promotions designed to enhance customer engagement and drive your revenue growth.

¹Synergy Research Group - US Market Tracker - Video Conferencing Hardware, Published September 2024

Unique Selling Points

One Solution Provider: Comprehensive Portfolio



- A wide range of business solutions for personal and team workspaces, enabling partners to meet diverse customer needs.
- Opportunities to cross-sell and upsell products, services, and solutions, increasing deal size and profitability.
- Trusted brand, with quicker end user adoption, higher user satisfaction, which helps drive larger deployments.

Why your customers care: Seamless workflow experience for the business—whether their users are in the office, at home, or on the go.

Services: Flexible Room Management



- Logitech Select Room-Based model affords you simplified quoting, by using a single SKU per room, unlike competitor product-based models that require multiple SKUs.
- Adding Logitech services alongside hardware can **boost your average sale by 25-30%**. Enjoy higher margins while Logitech handles delivery, allowing you to focus on maximizing profitability.

Why your customers care: Products in a room can be added or changed without impacting the service plan, streamlining management and enhancing flexibility.

Alliances & Global Reach: Seamless Integration



- Certified solutions with Microsoft, Zoom, and Google for global compatibility.
- Consistent, reliable service across 100+ countries with 14 global support sites.
- Alliance ecosystem of complementary solutions for pro AV, accessories, interactive displays, workplace design, and management.

Why your customers care: End users enjoy a smooth purchasing experience, knowing their partner is well-equipped to support them.

Deployment & Scalability: Easy and Efficient



- Simple deployment and management via a single-pane-of-glass solution.
- Standardized design, implementation, remote management, and trouble-shooting, for projects of any size.
- Consistent user experience reduces post-sales support, freeing up resources for new business.

Why your customers care: Remote management is essential for customers with extensive deployments, allowing them to oversee and manage everything from a single location.

Tech & Software: Innovation-Driven Solutions

- Award-winning, design-led products that evolve with your customers' changing business needs and delivery models.
- Flexible service solutions, from hardware support to software-only solutions, to joint full-service models.
- AI-driven experiences to enhance attach rates in room design and maximize your sales potential.

Why your customers care: Effortless set up and experiences without the need for IT intervention, backed by Logitech's market-leading technology.

Sustainability: Environmental Commitment



- Offers a competitive edge with environmentally responsible products without compromising on price or quality.
- Supports customers in achieving their sustainability goals and reducing emissions.
- Collect and recycle program helps partners convert conference rooms while reducing environmental impact and waste from decommissioned equipment.

Why your customers care: Organizations have financial incentives to manage their Scope 3 emissions for mice, keyboards, and conferencing equipment.



Scan to access the
Partner Connect Portal