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ZL Technologies Partner Program Checklist

[ZL Technologies](#) offers an integrated e-discovery and email encryption sold solely by channel partners. The package also includes archiving, policy management and legal discovery. This checklist provides an overview of its [partner program](#). Visit [SearchITChannel.com's Technology Vendors/OEMs](#) topic center to compare ZL Technologies' partner program with other vendor's partner programs. Or peruse our [Partner Program Directories](#) to learn about vendor partner programs by technology.

Benefit	Reseller			Managed Service Provider
	Tier 1	Tier 2	Tier 3	
General Communications				
Partner advisory council participation/briefing sessions				
Monthly partner newsletter				
Partner portal				
Other				
Marketing and Communications				
Listed in partner Web locator/database				
Partner webcasts				
Market development funds				
Press release support				
Joint marketing campaigns				
Online price information system				
Other				
Technical Resources				
24x7 phone technical support				
Web-based support				
Free dedicated technical support facility				
Fee-based dedicated technical support facility				
Packaged services available to resell				
Other				
Demand Generation				
Business planning resources				
Competitive price assistance				
Qualified lead distribution				
Sales cycle assistance				
Not for resale demo software/hardware				
For sale demo software				
Partner leads system				

Corporate account manager				
Other				
Training/Certification				
Opportunity to participate in beta testing				
Free Web-based sales training				
Free participation in sales workshops				
Onsite sales training				
Product certification				
Discounted conference attendance				
Other				

Technology vendors: Learn [how to get your company listed in our Partner Program Directories](#) for solution providers.

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