



CHANNEL PARTNER PROGRAM

Increasing success by close collaboration

Designed for success

Tailored solutions for sales and service partners

The Channel Partner Program aims to reward and support all our partners in their tasks to provide high quality, accurate and fail-safe Rittmeyer products, solutions and services to customers. In collaboration with partners, market presence and market success shall be increased.

Types of Partners

Channel Partners get access to Rittmeyer products which are successfully established in the market. Rittmeyer provides superior products, comprehensive training and certification, events and marketing materials. The different levels of partnership focus on building strong relationships and get partners off to a highly successful start.

Silver Partner

Silver partners have successfully sold Rittmeyer solutions. They get access to further information and support. Based on realized projects they are encouraged to further investigate and start to combine Rittmeyer instruments with other products to create tailor-made solution packages.

Gold Partner

The gold partner level is determined for partners who have successfully sold their own solutions packages and done their first turn-key installations on their own. They further concentrate on selling Rittmeyer products, solution packages and turn-key installations. Gold partners receive access to a complete set of tools and training to offer the full range of Rittmeyer solutions and services.

Platinum Partner

This highest partner level gives access to the most benefits and support from our sales and engineering teams. The partner is capable of selling, implementing, installing and commissioning customer specific Rittmeyer solutions and servicing these solutions across a wide range of customer environments. His experience helps Rittmeyer to refine its products to further increase the partner's business.

Requirements


























The three levels of partnership are designed to foster mutual success and reward the partners' investment in the sale of Rittmeyer products and solutions. Specific partner requirements for each partner level read as follows:



	Silver	Gold	Platinum
Requirements			
Minimum annual sales volume (Ø 3 years)	CHF 100 000	CHF 250 000	CHF 500 000
Offered maintenance services	First level	Second level	Second level
Rittmeyer Certification Program	1 Certificate	2 Certificates	3 Certificates
Demo equipment purchase	Required	Required	Required
Website	Required	Required	Required

Partnership benefits

Getting maximum profit

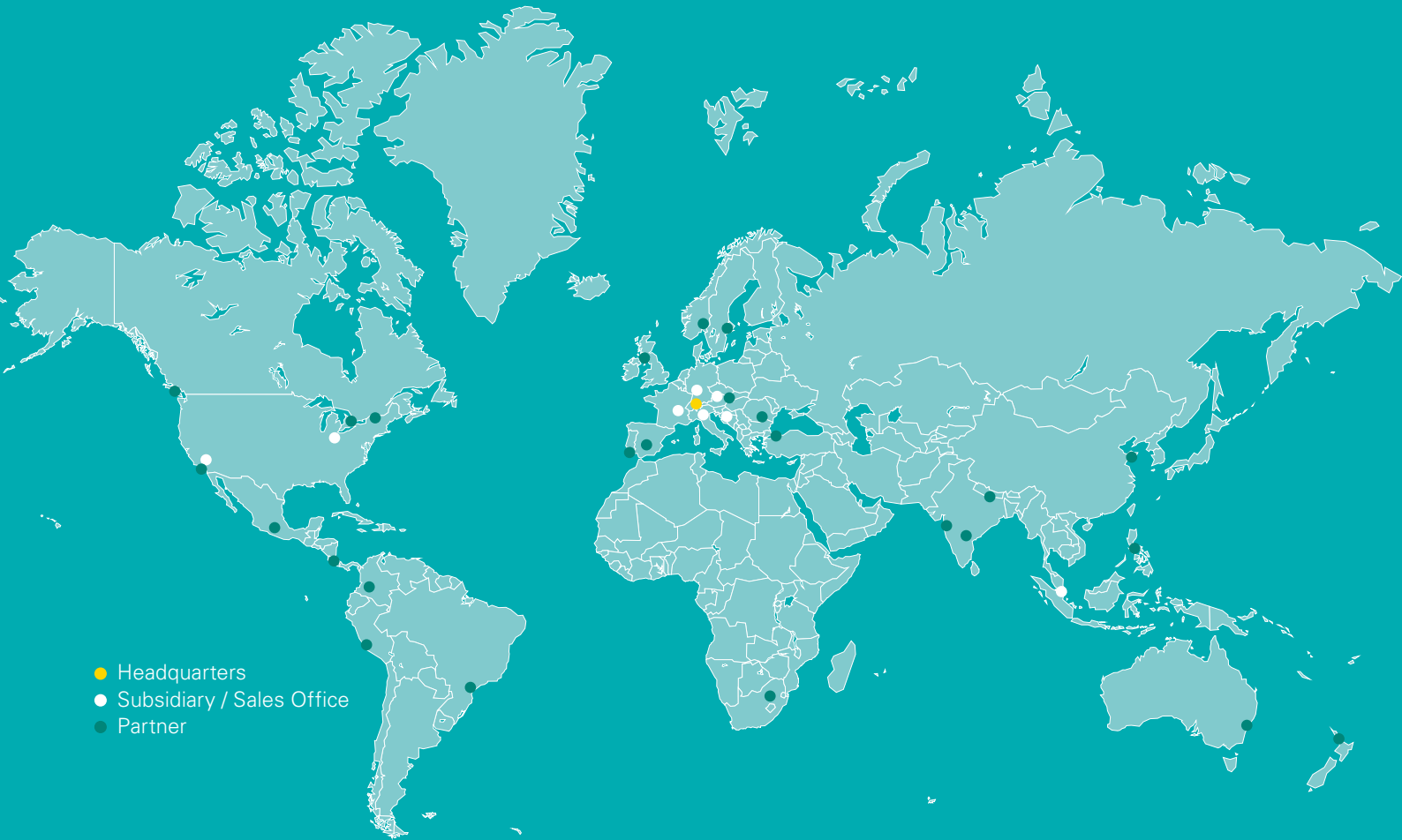
With the knowledge and expertise of valuable partners Rittmeyer products and solutions are successfully installed and operated at customers around the world. Rittmeyer Channel Partners are valued and rewarded with a range of benefits.

	Silver	Gold	Platinum
Sales support			
Discount			
Sales and marketing support			
Sales kit			
Discount on demonstration equipment			
Marketing support			
Rittmeyer Partner Portal			
Newsletter			
Co-marketing opportunities			
Website listing			 (prioritized)
Technical support / product education			
Technical and sales training	Basic	Expert	Expert
Rittmeyer certification program			
Technical support			 (prioritized)

 applicable  on request

"SINCE 2000 WE HAVE ENJOYED A STRONG AND MUTUALLY PROFITABLE PARTNERSHIP. THE TOTAL REVENUE HAS MORE THAN TRIPLED OVER THAT TIME."

Manuel Petitcolas, CEO GlobalAgua, Portugal and Spain



- Headquarters
- Subsidiary / Sales Office
- Partner

Rittmeyer, a member of the Brugg Group, develops, manufactures and installs metrology system solutions for water utilities and hydropower plants. The company's high-precision measuring instruments for pressure, level, flow, angle and position are in operation around the globe. Since its establishment in 1904, Rittmeyer has put more than 20 000 installations into operation and is represented worldwide with five subsidiaries, three sales and representative offices, and agencies in over 25 countries.

Become a partner

Applying to Rittmeyer's Channel Partner Program

To apply for the program please call your regional Rittmeyer Area Sales Manager or email us at sales@rittmeyer.com. A representative will clearly outline the steps involved in applying for the program and answer any questions you have.

Rittmeyer AG
6341 Baar, Switzerland
T +41 41 767 10 00, F +41 41 767 10 70
sales@rittmeyer.com, www.rittmeyer.com

Subsidiaries in Austria, Croatia, France, Germany, Italy

Branch office in Singapore, sales offices in US,
global sales network

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