UNIPRISE® Installer Partner Guide

CommScope’s UNIPRISE Partners are specifically trained to install CommScope’s UNIPRISE solutions throughout the enterprise network. Such projects are often large and demanding, requiring specialized installation expertise to apply CommScope solutions that deliver optimal results for the customers.

The PartnerPRO® Network opportunity: new business, more revenue
The PartnerPRO Network is designed to help our partners find new revenue opportunities in today’s competitive, global marketplace. A partnership with CommScope gives you a unique opportunity to begin from a position of instant brand recognition and greater trust, especially with new customers. Our partnership enables you to be among the first to offer your customers the latest technologies and innovative solutions from CommScope that can improve network performance, capacity and cost.

Benefits of being a CommScope UNIPRISE 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
- Access to CommScope education and communication
- Use of the CommScope PartnerPRO Network logo and local sales support
- Access to CommScope design tools, resources and technical support teams
- Participation in valuable incentive programs

Requirements of a CommScope UNIPRISE 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)

Training Requirements*

Requirements below are waived for all active SYSTIMAX Partners

- ACT 1: Installing Premises Cabling Systems, SP3801. 2 Individuals.
- ACT 2: Certifying and Troubleshooting Premises Cabling Systems, SP3802. 2 Individuals.
- ACT 3: Designing Premises Cabling Systems, SP3000. 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 UNIPRISE Installation 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.

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