

Solink Partner Program 2026

Welcome to the partner community!



Welcome!

We're excited to welcome you to the Solink Partner Program — a community built on trust, innovation, and shared success. You're now part of a fast-growing ecosystem that empowers you to bring your customers smarter, easier-to-use video security — helping them gain clarity, streamline operations, and respond faster, while elevating your position as a trusted advisor.

As a Solink partner, you gain access to benefits that help you grow from day one, including preferred pricing, sales enablement resources, and co-marketing support. Higher tiers unlock even more value through expanded collaboration opportunities and early product insights.

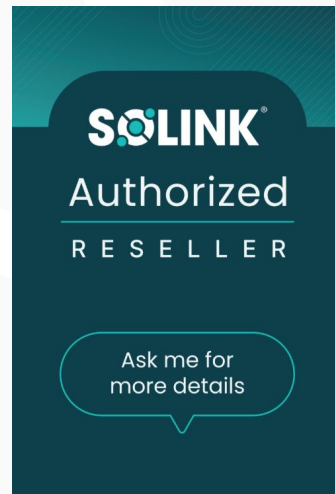
Thank you for partnering with Solink. We're excited to collaborate, celebrate wins, and build lasting success together.

- **The Solink Partnership Team**



Program tiers & benefits

BENEFITS	Bronze 25%*	Silver 30%*	Gold Unlock Add'l Discount
Tier discount	✓	✓	✓
NFR demo unit partner discount	✓	✓	✓
Access to Partner portal & partner tools	✓	✓	✓
Silver pricing for accepted deal registrations within 1st 45 days of onboarding	✓	✓	✓
Sales support	✓	✓	✓
Co-branded collateral	✓	✓	✓
Incentives and promotions	✓	✓	✓
Joint webinars	X	✓	✓
Joint events	X	✓	✓
Customized Solink swag	X	X	✓
Partner Advisory Council invitation	X	X	✓
First to Know (Early product awareness)	X	X	✓



***Off MSRP**

Partner program requirements

REQUIREMENTS	Bronze 25%*	Silver 30%*	Gold Unlock Add'l Discount
Acceptance of our reseller agreement	✓	✓	✓
Completing onboarding	✓	✓	✓
Completing annual sales training	✓	✓	✓
Brand promotion on website		✓	✓
Quarterly business review			✓
Quarterly marketing events			✓
Quarterly ARR target**	Up to \$50K	\$50-\$150K	\$150K+

**Off MSRP for Core subscriptions only*

- Add-ons remain fixed at 25% discount

- No discount for Cameras, Hardware & Accessories

***Annual recurring revenue (monthly recurring x 12 months)*



FAQs

If my tier status changes, what happens to my existing customer pricing?

If your status changes from Bronze to Silver for example, your new discount will apply to all net new business (both expansion and new deals).

What happens if my ARR drops or increases in the middle of a quarter?

If your ARR increases within the quarter and qualifies you for a higher tier, you get the higher-tier pricing right away for new deals and expansions. If your ARR decreases, your current pricing stays the same until the next quarter.

How often will my tier status be reviewed?

Solink reviews partner tiers on a quarterly basis.

Resources

- [Partner portal](#)
- [Partner newsletter](#)
- Future trainings/webinars
- Channel Account Manager
- Account Executive
- partnerships@solinkcorp.com

