Integrated Technology Alliance Network (**ITAN**) Program Guide

HIRSCH

ITAN PARTNER

HIRSCH

Welcome to the Hirsch Integrated Technology Alliance Network (ITAN) Program Guide.

Where integration meets innovation.

Our Technology Alliance program serves as a dynamic hub, designed to connect, promote, and support seamless interoperability across a comprehensive security management system.

Through strategic partnerships, we're enhancing product capabilities, broadening customer reach, and driving the future of digital security.

ITAN Partner Program

We offer a multi-tiered partnership structure within solution categories to best align with your company's core competencies and objectives. Together, we will collaborate to provide solutions that span hardware, software, licenses, plugins, and services.

VIDEO • ALARMS/INTRUSION • IDENTITY/VISITOR MANAGEMENT

READERS • MOBILE • APPLIANCES • ACCESSORIES

Gold Partner

At Gold level, you are part of direct integrations into our security management solutions of Velocity, Cirrus, Velocity Vision, or Primis. This is the highest level of collaboration and innovation.

Silver Partner

At Silver level, you engage with our security management solutions through professional services and interfaces with our SDK, API or OSDP. Open up new channels of opportunities with enhanced interoperability and sustainment.

Bronze Partner

At Bronze level, you offer connections or complementary products to our complete physical access control portfolio, including but not limited to readers, servers, workstations, cameras, badge printers, door contacts, power supplies and accessories.

Benefits and Requirements

Benefits

	Bronze	Silver	Gold
Partner Onboarding	✓	✓	✓
Designated Partnership Manager	✓	✓	✓
Sales Support	✓	✓	✓
Technical Support	✓	✓	✓
Product Trainings	✓	✓	✓
Case Study Inclusion	By Invitation	✓	✓
Press Release	By Invitation	By Invitation	By Invitation
Annual Partner Business Review	✓	✓	✓
ITAN Partner Portal Access		✓	✓
Custom ITAN Partner Portal			✓
Co-branded Collateral		✓	✓
Listed on Website	By Invitation	✓	✓
Landing Page on Website			✓
Partner Marketing & Promotions		By Invitation	✓
Partner Event Support		By Invitation	✓
Trade Shows Inclusion		By Invitation	By Invitation
Hirsch Academy Inclusion			By Invitation

Requirements

	Bronze	Silver	Gold
Designated Partnership Contact	✓	✓	✓
Product Support & Trainings	✓	✓	✓
Logos Provided	✓	✓	✓
Opportunity Sharing	✓	✓	✓
Version Releases (Roadmap)	If Applicable	✓	✓
Sales Territory Map	If Applicable	If Applicable	✓
Portal Access	If Applicable	If Applicable	If Applicable
Deal Registration	If Applicable	If Applicable	If Applicable
Business Review	Annual	Semi-Annual	Quarterly