

# Welcome to the Global Accelerator Network, where we can earn more and grow faster, together.

You have big goals and high expectations. And we have what it takes to help you exceed them. That's what belonging to a winning partnership is all about — shared success, a strong community and unyielding support. You gain an edge, we gain momentum and together we can outpace the competition.

## WHAT TO EXPECT

The Global Accelerator Network isn't just a program. It's a competitive edge built around your ambitions. From comprehensive resources to exclusive training opportunities, expert marketing assistance and access to leading-edge technology, there are countless ways we can help you win.

MORE MEANS	MORE FLEXIBILITY	MORE OPPORTUNITY
<b>More ways to gain momentum with an improved tier structure.</b> Clear, actionable next steps take the guesswork out of moving forward and upward.	<b>More flexibility with an expanded product suite.</b> The Xerox   Lexmark portfolio will better equip you to meet any customer needs and reach new markets.	<b>More chances to grow your business and expand your reach</b> as the program continues to evolve in 2026. You'll be able to stay ahead and set yourself apart with education and specializations.

## A BETTER STRUCTURE FOR SUCCESS

Based on feedback about what partners value most, our revamped program is designed to meet you where you are and gets you where you want to be.

### World-class learning

Deliver more value to your customers and amplify your margins with access to product training, including opportunities to expand your skill set.

### Demand generation

Build impactful demand-generation campaigns with access to marketing support, including distribution of inbound leads, self-learning tools and vendor discounts.

### Tools and resources

Access your Partner Net, your comprehensive hub to leverage our selling tools, key industry insights and all the support you need to drive revenue.

### Partner incentives

Earn lucrative back-end rebates and/or discounts on our Hardware, Services and Software. So as your business grows, your benefits grow too.



## ROUTES TO MARKET ACROSS THE GLOBAL ACCELERATOR NETWORK

### Business Solution Dealers

A network of resellers for our products and services that manage the entire customer experience as authorized service providers with access to our technical and solutions support.

### Solutions Providers

IT experts who provide a comprehensive service portfolio, including print services, offering a broad set of MFP and office printers, supplies as well as our branded software and apps.

# How far can the Global Accelerator Network take your business?

With four membership tiers and a newly expanded product suite, you have more ways than ever to reach your goals: Level up to the next tier to unlock exclusive benefits, rewards and access. Choose the learning opportunities that best align with your ambitions, and we'll work together to make that happen.



## SILVER

Access our Standard Office Product Portfolio and limited standard financial and non-financial benefits.

## GOLD

Benefit from robust rebates on hardware and software revenue, plus added financial benefits and more exclusive rewards.

## PLATINUM

Take advantage of our award-winning Product Portfolio, recurring revenue opportunities and access to lucrative rebates and preferred pricing based on your revenue criteria.

## DIAMOND

Enjoy unrestricted access to our Product Portfolio and recurring revenue opportunities for high performers. You'll also receive preferred pricing based on revenue criteria and the best rebates.

### MORE OPPORTUNITIES TO EARN AND LEARN

Anticipate your customers' needs and benefit from revenue-driving opportunities like managed supplies services, solutions, standard office printers and MFPs. Plus, we're providing our partners with more learning and skills training across software solutions.

### MORE TO LOOK FORWARD TO

Grow your business with exciting, in-demand specializations that market your value as a true expert. We'll help you set yourself apart with badging and validation that highlight your unique expertise.

The best partnerships don't just support you — they challenge you. There's no limit to what you can achieve and how we can both win. Visit the **Connect Partner Program** page to learn more.

**xerox™**