

SYNNEX Stellr Connect brings together like-minded individuals looking to collaborate on best business practices, industry trends and new technology. This partner program provides its members with access to new business enablement benefits broken down into three tiers: Connect, Connect+ and ConnectX.

## Stellr Connect 2021 NA Partner Benefits Program

Community/Sales Enablement	Connect	Connect+	ConnectX
Community welcome and onboarding kit	•	•	•
Access to Stellr DEMANDSolv Channel*	•	•	•
Access to LinkedIn Connect Group, Stellr		•	•
Exclusive invitation to conferences and roadshows	•	•	•
Bi-monthly and quarterly newsletters	•	•	•
MDF for digital marketing and/consulting services*		\$500 value	\$1,000 value
MDF for mobility funds, must be transacting mobility partner with SYNNEX*		•	•
Access to Stellr pre-post sales chart and exclusive shared resources	•	•	•
STELLRCon partner awards		•	•
Sales incentive programs (quarterly, annually)		•	•
Quarterly executive roundtables with top SYNNEX execs and industry leaders			•
1:1 monthly coaching sessions with industry expert James Kernan*			•
Education/Training	Connect	Connect+	ConnectX
Access to the SYNNEX Enablement Portal (training portal)	•	•	•
40% off Global Knowledge training courses (Cloud/Mobility/IoT)*	•	•	•
Stellr-driven webinars	•	•	•
Access to MSP sales training courses*		On Demand	Live
Global Knowledge training vouchers*		\$250 value	\$500 value
Services (Sales/Marketing)	Connect	Connect+	ConnectX
Discounted professional/ field services through SERVICESolv*	•	•	•
Access to incremental consulting services through industry expert James Kernan*	•	•	•

\*US only benefits

**TOTAL VALUE = UP TO \$16,650 A YEAR! TOTAL COST TO MEMBERS: FREE!**

**Tier Qualifications:** All tiers require member sign up to access benefits

Connect	Connect+	ConnectX
SYNNEX Transacting partner, interest in growing cloud, mobility, or IoT business	<ul style="list-style-type: none"> <li>• Sign up for Stellr LinkedIn group</li> <li>• Complete Stellr member profile sheet</li> <li>• Encouraged to attend STELLRCon or 1 local event</li> <li>• \$20K in MRR sales or &gt;100+ monthly activations</li> </ul>	<ul style="list-style-type: none"> <li>• Sign up for Stellr LinkedIn group</li> <li>• Complete Stellr member profile sheet</li> <li>• Encouraged to attend STELLRCon + 1 local event</li> <li>• \$90K in MRR Sales or 500+ monthly activations</li> </ul>

**For more information around Stellr programs and community, email [stellr@synnex.com](mailto:stellr@synnex.com) to start learning more!**

# STELLR FREQUENTLY ASKED QUESTIONS

**How do I start receiving benefits through the SYNnex Stellr Connect Partner Benefits Program?** To be eligible for benefits in this program, you just need to be a SYNnex transacting partner! In order to receive incremental benefits in Connect+ and ConnectX, partners must meet tier qualifications to unlock those benefits. To start taking advantage of benefits today, please complete the member **partner signup sheet** available on our website. Our community team will reach out to you once the form is completed to discuss how to get started and the next steps to start taking advantage of your member benefits.

**Who should I contact if I have questions about my benefits?** Please reach out to a community team member and/or email [stellr@synnex.com](mailto:stellr@synnex.com).

**What information will I need to complete in order to access Connect+ or ConnectX benefits?** After you have completed the signup sheet and our internal team has assured you qualify for higher tiers, you will need to complete a 1:1 introduction call with a member of our community team. During this call, you will be asked to complete your member profile. This will give our community team additional insight into your business and the information we need to ensure you get the most out of your experience as a member. Remember, we are an additional resource and here to help you grow your business, access the right resources and content relevant to YOUR business, that in turn, will also help us understand how to better serve you.

**When can I expect to hear from a community team member once I have completed the member signup sheet?** You will receive a call from a community team member within 2-4 business days once the form has been completed. If we are not able to reach you via phone, we will be in touch over email.

**How do I move up to a tier with greater benefits?** Partners must reach certain targets in monthly recurring revenue and/or monthly device activations to qualify for Connect+ or ConnectX. If you believe you qualify for a higher tier, please contact [stellr@synnex.com](mailto:stellr@synnex.com).

**As a Connect member, how can I access my discount for Global Knowledge training credits and the professional services offerings?** Please reach out to a community team member and/or email [stellr@synnex.com](mailto:stellr@synnex.com).

**As a Connect+ and/or ConnectX member, how can I access my Global Knowledge training vouchers?** Please reach out to a community team member and/or email [stellr@synnex.com](mailto:stellr@synnex.com).

**What can I use my Marketing Development Funds for?** We offer a variety of packages with services such as content creation, website advancement/enhancement, website data management refresh, social campaigns, and sales/marketing business assessments. We also have consultants that can work with you to determine what is best needed to support your business growth.

**What is the SYNnex Enablement Portal and how can I get access?** This portal is a learning platform with role-based training content that covers everything from products, solutions, and business operations to SYNnex services and support for professionals to access a convenient way to expand their knowledge and drive sales. SYNnex Stellr has a private branch. Be sure to **sign up** if you have not already! If you need help getting started, email [stellr@synnex.com](mailto:stellr@synnex.com).

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