

Learn More

To learn more on how PGI Partners can help your business, contact us at pgipartners@pgi.com or visit our website www.pgi.com/partners to view customer videos, view product demonstrations and get the details on all our solutions.

About us

The world collaborates with PGI. Our advanced meeting, conferencing and collaboration solutions energize people and organizations to connect more meaningfully and work together more productively. PGI is headquartered in Atlanta, Georgia with operations in 24 countries worldwide.

ENERGIZE YOUR CONNECTIONS™



PGi Partners

Committed to Superior Partnerships

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ENERGIZE YOUR CONNECTIONS™



Designed With You and Your Customers in Mind

By hiring the best people, delivering innovative and intuitive meeting and communication solutions and offering proactive and reliable customer support, PGI Partners provides an exceptional experience. With a dedicated team of professionals that has over 200 years of combined channel experience, we continuously provide our Partners with unparalleled online meeting expertise through our products and support, making the whole process simple and effortless.



Our PGI Partners team works closely with you to achieve a successful partnership that fits your specific business model and brings true value to your organization. Dedicated account management teams, robust sales training and channel marketing resources complement an award-winning suite of meeting and communication solutions to provide a simple, intuitive yet meaningful experience for your customers.



Why Join PGI Partners?

PGi Partners continues to be the top channel program in the industry. By hiring committed and experienced individuals, constantly innovating and creating unique products that allow people to connect with less effort and offering exceptional partner support, PGI Partners meets our Partners' business objectives. Our commitment translates to your opportunity.

We Are the Meeting and Communication Experts:

- > A seasoned sales team
- > Training and Marketing Directors dedicated to PGI Partners
- > Customer Care focused on creating a winning customer experience



Our Solutions are Innovative and Intuitive:

- > Ongoing development of best-of-breed meeting and communication technologies
- > Countless industry firsts and patents
- > PGIConnect API Suite which brings open standards to your development teams

We can provide solutions that will improve your customers existing businesses – results that show up on balance sheets and in daily workflow improvements.

We Make it Easy for You and Your Customers

- > Senior management committed to all Channel Partner facets
- > Dedicated Agent, Reseller, Technology and Affinity sales teams
- > Customer care that delivers a level of reliability second to none

The right partnership is important. Experience the benefits of partnering with a global meetings and communications leader.

Enable Mutual Growth and Success



A Leader in Global Communications

Every day, over 50,000 businesses worldwide, including nearly 90% of the Fortune 500, turn to PGi for our innovative solutions that help people communicate with less effort and more meaning.

Financial Stability: Publicly traded on the NYSE under the symbol 'PGI,' we have demonstrated the financial strength and stability to perform on a long-term basis.

R&D Investment: We continue to make substantial technology investments to provide innovative services and intuitive solutions for our customers.

Global Presence: We currently have over 2,400 associates in 24 countries and operations centers in North America, Asia Pacific and EMEA.

Customer Care: We make it simple and easy by providing customer care through every level of client engagement on behalf of our partners.

Strategic Alliances

A PGi Strategic Partnership provides a higher level of business involvement that enables mutual growth and success. If you seek a strategic relationship with a deeper level of commitment, please speak to your PGi Channel Manager.

Global Meetings and Communications Solutions

PGi Partners Engagement Options

PGi Partners is focused on working with businesses that are committed to providing best-in-class meeting and communication solutions to their customers. Large or small, Reseller or Agent, System Integrator or Affinity Group, our expertise is in creating and supporting mutually beneficial partnerships.



Agents

Our expert Channel Management team works with each Agent Partner to design an innovative go-to-market strategy targeting a variety of industries and markets. We understand the importance of differentiation by leading with superior solutions that improve your customers' business performance – PGi's best-in-class meeting and communication solutions are the perfect fit.

Agent Partnership Benefits:

- > Aggressive commissions delivered timely and accurately
- > Exemplary customer support for a simple and seamless experience from on-boarding through up-sell
- > Robust incentive programs, partner training and marketing resources to enhance your selling efforts

With intuitive meeting and communication solutions and reliable support, PGi delivers an effortless experience so you can focus on developing more meaningful relationships with your customers.

Improve Your Top-Line Revenue and Profitability

Resellers

Our Reseller Program is designed to enhance your product offering with transparent PGi meeting and communication solutions that can be privately labeled with your brand. You will also benefit from our existing provider relationships so you can easily offer services from Adobe®, Cisco WebEx™, Microsoft®, IBM® LotusLive™ Meetings, and more.



Reseller Partnership Benefits:

- > Augment your current product offering to increase sales
- > Leverage our capex and human resource investments
- > Accelerate your time to market and time to revenue with new services
- > Utilize our online meeting expertise so you can focus more on your core business

Affinity Groups

Affinity groups can use their partnership to enhance member service offerings and drive substantial non-dues revenue.

Affinity Partnership Benefits:

- > Faster referral revenue for your organization
- > Special member pricing available
- > Co-branded marketing materials to promote program success

By offering our suite of intuitive meeting and communication solutions along with our unparalleled and reliable support, you can focus on growing your association and your members will receive a simple, yet meaningful online meeting experience.

The PGiConnect Developer Community

PGi supports a comprehensive Developer Community for our Partners that want to integrate into our full suite of integrated communications tools, via the API. The community serves not only as the home of our software development kit, but also provides our partners with direct access to 24/7 support, best-practice recommendations, expert advice, insightful blog posts and informative discussion forums – all designed to help our Partners integrate more efficiently. For access to the PGiConnect API Suite, SDK and more join the Developer Community today by visiting: www.pgiconnect.com/api

Technology Partners

Whether you're a Solution Provider, System Integrator or Value Added Reseller (VAR) with a core competency in application development and deployment, our Platform API Suite (PGiConnect) is designed to enable integration into your existing software systems. Technology partners can now provide document delivery of faxes, emails, SMS, voice and conferencing directly with your business applications – just by building a relationship with PGi.

Provide additional value to your customers and increase your revenues by improving your time-to-market with new services.

Technology Partnership Benefits:

- > Open, web services-based API
- > Fast and secure document conversion and delivery
- > Cost-effective solution without the need for client-side hardware or software investment
- > Standard HTTPS protocol and SOAP requests and responses for XML documents.

Our Technical and Development teams offer:

- > Needs assessment and requirements definition
- > Guided application development
- > Secure testing
- > Live deployment support
- > World-class production environment – SAS 70, Type II certifications and TIL standardization