



TITAN LINK

Integrator Partner Scheme...

Let us help you grow your business with confidence



TITAN LINK enables installer/integrators to offer advanced surveillance and physical security information management systems (PSIM) to clients with confidence; increasing customer loyalty, business growth and improved profitability.

Systems that are:
UK Designed
UK Developed
UK Built

Supported by:
UK Engineering Base
UK Support Centre
UK Sales Team

Delivering Solutions for:
International Clients
Sophisticated Applications
Specialist Vertical Markets

Ultimate **Surveillance**
Solutions



www.titan-vision.com

TITAN LINK has been designed specifically for those installer/integrators and in-house operations who have clients that are moving forward in terms of their overall security, safety, building management and environmental requirements. The depth of integration demanded by today's Tier 1 - 3 clients requires both the products, skills and experience that TITAN LINK can offer.

The Programme

Built around a structured technical and commercial collaboration model, TITAN LINK ensures that complex solutions can be delivered on time, on budget and with maximum customer satisfaction through a partnership between the TITAN technical and commercial teams, your business and the end-user client.

Some security projects and customers can be more challenging than others; especially those with multiple sites, new product lines, customisation or extensive integrations. That's why we are here to help. Our expert project managers, field engineers and dedicated support staff work for you as part of your delivery team to complete projects that are not only on time and on budget, but that are also void of issues and hassles. With TITAN LINK, you can avoid potential penalties, reduce total project cost and secure repeat business.

TITAN LINK Partners are measured against a set number of specific criteria including; system knowledge, company credentials, standards, experience and training etc. End users and consultants are therefore able to tap into a wealth of knowledge and expertise based on experience that aligns with their strategic objectives and requirements.

Strategically we aim to build long term relationships with organisations that focus on open systems technology and understand the opportunities that the convergence of IT knowledge with security experience can achieve.

Visual Management Systems Limited is looking for partners who match our commitment and drive to deliver industry leading solutions, which focus on providing customers with the most efficient, yet effective results, creating a real return on their investment.

Apply NOW!

www.titan-vision.com/partnership.html



Visual Management Systems Limited

15 Cambuslang Road
Cambuslang Investment Park
Glasgow, G32 8NB
United Kingdom
+44 141 643 3070

What's on offer

Pre-Sales

- Documentation
- User Manuals
- System Specs / Datasheets
- Systems, Software and Sales Training

Demonstration

- Demonstration Kit
- Brochures (paper + electronic)

Sales

- Technical Support
- Sales Support
- Margin Protection
- Back-to-Back Maintenance and Support

Business Development

- A priority listing on the TITAN VISION website
- Upon request, TITAN VISION will recommend the appropriate Vertical Specialist for projects
- Vertical-specific leads from TITAN VISION eBlasts, website, social media and other lead-generation
- Support for local vertical-specific events
- Attend a annual TITAN VISION meeting
- Co-branded, brochures and other materials
- Running joint marketing events
- Collecting leads and reviewing your sales pipeline
- Provide presales help for your most valuable prospects
- Remote and on-site consulting about various aspects of our technology
- Flexible and prompt technical support

What we expect

- A can-do-will-do attitude
- A creative mindset, be keen to push the boundaries and be willing to "Partner" in the true sense of the word
- The technical, commercial / project management skills to deliver on time and on budget
- The ability to integrate products and systems to create optimal solutions for your customers
- Proactively work with us to deliver the TITAN portfolio to the end user, this is achieved by working with a dedicated Partnership Manager
- Undertake the programmes that will provide registered partners with all the tools needed to create certified integration with the TITAN VISION PSIM platform
- Work to the highest standards and compliance requirements
- Have products which may complement ours
- Share knowledge, experience and intelligence with the TITAN VISION team
- Offer guidance to your clients on all forms of physical security
- Work with the end user to understand their environment and problems, consulting WITH them and not just selling TO them
- Understand the challenges of growing a business, the overheads, opportunities and rewards