

ATEN Channel Partner

Your Key to Collaborative Business
Success

Become an ATEN Channel Partner

Partner with us at the core level to create efficient processes that make it easier to sell ATEN products. We nurture our channel relationships, providing support at every stage of the process, in order to deliver unbeatable sales, marketing, training, and technical support that fosters growth and rewards results.



Team Up and Grow with Us Now!

Partner Up with ATEN

At the forefront of the industry since 1979, ATEN is considered the world's leading provider of professional AV and IT connectivity and management solutions. ATEN's success would not have been possible without the continued support of channel partners worldwide, which is why we continue to invest heavily in our partner relationships. As a certified ATEN partner, you will be able to optimize profits, meet customer needs, and respond to the changing marketplace by enhancing your overall product and service offerings with ATEN's complete range of AV and IT connectivity and management solutions.



Why Partner with ATEN ?

- 40 year legacy of innovative, high-quality solutions
- Complete line of KVM, LCD console, remote management, and video solutions
- A growing number of innovative solutions launched annually
- Exceptional price/performance
- 550+ worldwide patents
- Global company with subsidiaries and regional offices in China, Japan, South Korea, Belgium, Australia, the U.S., the U.K., Russia, Turkey, Poland, and India – with R&D centers in Taiwan, China, and Canada
- Pre and post sales support with dedicated sales representatives, territory account managers, and field application engineers
- Dedicated technical support
 - Free firmware upgrades

ATEN Partner Benefits:

Sales Support

- Dedicated account manager
- Enhanced margin opportunity
- Project pricing support
- Sales tools

Marketing Support

- Access to the ATEN Partner Center for complete
 - Marketing resources
 - Marketing collateral
- Channel marketing fund
- Regular updates through ATEN eNews

Tech Support / Product Education

- Post-sales technical support
- Regular sales and technical training

Your Fast-Track to Collaborative Business Success



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