

# AudioCodes Channel Partner Program

## Onboarding Process for New Partners

The AudioCodes’ channel partner program is a key element in providing our partners with the tools, information and support they need to sell our products and solutions.

This document describes the onboarding process for new partners wishing to join the AudioCodes channel partner program.

ONBOARDING STEPS	ESTIMATED COMPLETION	OWNER
1. Submit the new partner form via the <a href="#">website</a> or <a href="#">partner portal</a> .	-	Partner
2. If your company is approved by the local sales team, AudioCodes marketing emails you with instructions for signing up for the sales training on the partner portal.	5 days	AudioCodes Marketing
3. Create your user account in the partner portal and log in to start sales training. <ul style="list-style-type: none"> <li>Go to <a href="https://partners.audiocodes.com">https://partners.audiocodes.com</a> and click on <b>Sign Up</b>.</li> <li>Enter your email address and follow the instructions.</li> <li>Once your user account has been created, you can log in and choose the course you would like to take. <b>You must successfully complete at least one course to qualify for the partner program.</b></li> <li>When you successfully pass the course, you can download your certificate directly from the portal</li> </ul>	-	Partner
4. Once the you have successfully passed the training, onboarding is completed: <ul style="list-style-type: none"> <li>Your company is added to partner locator on AudioCodes website.</li> <li>You are sent a “Welcome” email with your partner certificate.</li> </ul>	2 days	AudioCodes Marketing

For any questions or comments, please write to [partners@audiocodes.com](mailto:partners@audiocodes.com).