### Date: January 2024

### To: All Digitech Systems Value-Added Resellers

### From: Mike Randash VP of Sales

### RE: 2024 PaperVision® Enterprise Certification

Are you looking for ways to boost sales and save money on PaperVision Enterprise licenses? Digitech Systems would like to invite you to become a certified PaperVision Enterprise reseller. As a certified PaperVision Enterprise reseller, you can receive discounts, win more sales, install software quickly and easily and better serve existing customers. It’s easy to get certified and to renew your certification each year. Here’s what you need to know.

# **Certification Benefits**

You’ll receive substantial benefits as a certified PaperVision Enterprise reseller! Certified resellers receive a discount on each PaperVision Enterprise license purchased. Logon to MyDSI to find the current discount amount on Schedule ABC. These resellers also have access to a specially designed certified reseller logo for use in marketing and advertising efforts.

Only certified resellers are authorized to install PaperVision Enterprise for new customers. Any non-certified resellers who sell PaperVision Enterprise must contract with Digitech Systems’ Professional Services Division to have PaperVision Enterprise installed for their new customers.

# **2024 Certification Requirements**

You can achieve certification by meeting any of the following three requirements:

1. Passing the PaperVision Enterprise Certification Exam:

The certification exam is administered online at a cost of $250. Resellers who have little product experience are strongly encouraged to attend a PaperVision Enterprise training course before taking the exam. All experienced resellers may take the exam online at any time. If you previously passed the certification exam, your certification is valid for one year.

1. Having sold 25 licenses of PaperVision Enterprise during the calendar year to qualify.
2. Having sold at least $25,000 of PaperVision Enterprise or related products, at then current Schedule C prices, during the calendar year to qualify.

### Learn More

Get more information and find answers to your questions in the PaperVision Enterprise Certification FAQ. Go to <http://mydsi.digitechsystems.com> and select Pricing & Policies and then select Certification. Or, contact your Client Development Manager at 866-374-3569.

We hope you’ll take advantage of this opportunity to prove your success in installing, configuring and supporting PaperVision Enterprise products. We look forward to celebrating your new certification!