

Synectics Partner Program

Protecting what matters, where it matters most

Elevate your business by offering proven security and surveillance solutions

The Synectics Partner Program offers you the chance to team up with our industry experts in creating and delivering the latest security and surveillance systems.

No matter if your project involves just one location or multiple sites, and whether it's a standalone system or connected to the Cloud, Synectics provides solutions that meet the highest standards built over our 35 years in the business. As a partner, you'll get access to our technology, training, and industry know-how, giving you an edge in security and surveillance.

With this wealth of knowledge and attractive incentives, each project becomes a win-win for both you and your customers.



Why partner with Synectics?

Partnering with Synectics unlocks a world of mutually beneficial opportunities. Backed by our team of experts, we offer more than just collaboration; we offer a strategic partnership designed to actively contribute to your growth and success.

Our Partner Program isn't just about joining forces — it's about becoming an integral part of our business and development plans. Your insights and contributions will help shape the future direction of our partnership, empowering you to drive innovation and excellence.

Our onboarding process ensures swift engagement, enabling you to deliver winning bids and proposals to your customers efficiently. Plus, our intuitive Partner Portal puts all the essential sales and product information at your fingertips.

And whenever you have questions or need assistance, we are readily available to provide prompt support and guidance. With Synectics as your partner, the path to growth and success is paved with collaboration, innovation, and unparalleled support.



- Offer your customers tailored solutions designed to deliver tangible benefits
- Optimise your profitability with attractive incentives and groundbreaking products
- Align your company with Synectics' global reputation for excellence and innovation
- Leverage our industry experts to craft solutions that meet your customers' unique requirements
- Empower your business development team by accessing our sales and product training
- Cultivate a trusting partnership with a company where honour is ingrained into our culture

Types of partners

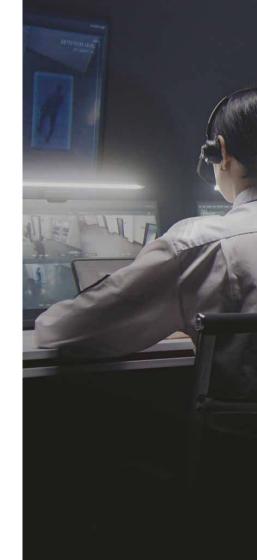
There are two tiers of partnerships that offer various benefits once you've successfully met the criteria required to promote your company as a partner.

SYNECTICS Certified Partner

Companies who have met our criteria for integrating and maintaining our products and are committed to mutual success.

SYNECTICS Authorised Reseller

A network of trusted resellers across the globe who we have established relationships with.



Benefits and incentives

	Authorised Reseller	Certified Partner
Sales training		
Online listing on Partner Locator Map		
Partner and Global Support Portal access	~	\checkmark
Agreed discount level	×	~
Discounted engineer training	×	\checkmark
Plaque and certificate	×	~
Co-marketing activities	×	
Bid support and market intelligence sharing	×	~
Access to bid support, leads and project opportunities	×	\checkmark
Use of Synectics' Innovation Centre	×	~

Frequently asked questions

How do we become a partner?

We choose partners by considering several factors like location, expertise, target markets, and the desire to create a lasting, beneficial relationship.

Partnering with Synectics entails commitment, such as training your engineers and sales teams and collaborating on marketing activity.

What are the ongoing requirements for being a partner?

As part of your ongoing journey as a Certified Partner or an Authorised Reseller, we are committed to working with you to ensure that you consistently meet the standard requirements.

Mutually beneficial objectives and targets will be agreed with you and your account manager to ensure success.

Once we're a partner, what sales support will we receive?

As you join us, we'll set up a training day where we'll teach your team about our products. We'll show you how they work with short demos, explain their benefits, and share recent case studies.

Plus, we'll give you access to sales and product resources to help with future meetings and presentations. You can choose to have this training either in person (depending on location) or online. And whenever new team members need it, we'll be ready to provide training when needed.

What marketing support will we receive?

Certified Partners can expect several types of marketing and PR support. Your company details will be highlighted on our website, and we'll share announcements about you on our social media channels. Additionally, we'll offer PR assistance for any significant achievements or projects you want to showcase.

What incentives will we have access to?

Our incentive structure is designed to recognise and reward your dedication to fostering growth within our partnership. This structure incentivises your continued investment in our partnership's mutual success. The deeper your commitment to our collaborative efforts, the greater the benefits you'll reap in return.

What technical support will we receive?

You can expect top-tier technical support. Our dedicated support team will always aim to prioritise your enquiries ensuring swift resolution.

Want to know more?

Contact your local sales representative to find out more or contact us here.



Synectics is a leader in advanced security and surveillance systems that help protect people, property, communities, and assets around the world.

Protecting what matters, where it matters most

Our expertise is in providing solutions for specific markets where security and surveillance are critical to operations. These include casinos, oil and gas, public space, transport, and critical infrastructure.

We have deep industry experience in these markets and works closely with customers to deliver solutions that are tailored to meet their needs.





synecticsglobal.com