





Programme Overview

ZEBRA GOLD is the exclusive Partner Incentive Programme from Zebra in EMEA that strives to drive the business development and market growth of Zebra Technologies, its Distributors and Channel Partners. Together we can Sell more, Earn more and Grow more.

How it works?

How to earn and claim GOLD points

-  **Step 1**
Complete sales of eligible Zebra products
-  **Step 2**
Sales data is uploaded to **ZEBRA GOLD** weekly by Zebra
-  **Step 3**
Navigate to the **ZEBRA GOLD** claims page
-  **Step 4**
Claim your sales for **ZEBRA GOLD** Points

You will also be able to earn additional **ZEBRA GOLD** points by participating in training, education, and webinars.

Who can participate?

All employees of Eligible Partners are invited to join

Eligible Partners are EMEA PartnerConnect members in the following communities and tracks:

- Registered Resellers
- Business Partners
- Solution Partners
- Broadline Technology Resellers
- Premier Business Partners
- Premier Solution Partners
- Authorised Distributors

How to register?

Activating your account is easy!

You only need to register once. Visit the **ZEBRA GOLD** link under Connecting Tools on the Zebra Partner Portal.

- 1** Go to the Zebra Partner Portal <https://partnerportal.zebra.com/PartnerPortal/index.aspx>
- 2** Under Connecting Tools find the Sales Enablement section, click on **ZEBRA GOLD** and click Access link <https://gold.zebra.com>
- 3** Review and accept the **ZEBRA GOLD** terms and conditions*

* Registration and participation in **ZEBRA GOLD** is deemed as acceptance of its terms and conditions by both the individual participants and their employer (Partner).

How to Sell more, Earn more and Grow more



Register accepting the Programme Guidelines, including Terms and Conditions



Complete Sales of Eligible Products and/or Services



Participate in training, education, webinars and customer reference programme activities

Eligible Products*



Printers



Supplies



Mobile Computers



Data Capture



Services

*Participating product families within these categories may vary.

Questions?

Email: gold@zebra.com