



— The ABLOY USA Channel Partner Program —

A passion for innovation,  
and our partners.

**ABLOY** AUTHORIZED  
PARTNER

## Expand your security business in critical infrastructure.

Threats are increasing in frequency and sophistication. As a result, companies and governments are looking for ways to upgrade their security. ABLOY answers the call. Around the world, our locking systems protect high security critical infrastructure in the transportation, oil & gas, defense, and utility industries, as well as corporations with sensitive property.

### Secure new clients with the toughest and smartest systems around.

Our complete product assortment has the strength, technology, and flexibility to meet security needs now and in the future. ABLOY USA works with distributors all over the country, and we're looking for growth opportunities with new partners.



Oil & Gas



Transportation



Mining



Electricity



Water



Telecommunications

### Sales and marketing support in key vertical markets.

Thanks to our status in the industry, we attract knowledgeable sales reps with proven expertise in opportunity-filled vertical markets. While they are attending events and conferences and generating leads, ABLOY runs exciting advertising and PR campaigns in industry press. Plus, we help you follow up on leads with dedicated sales engineers, catalogs, marketing collateral, demo kits, and authorized logowear. So when opportunity knocks, you'll make a persuasive case.

## We're as dedicated to our partners as we are our products.

As an ABLOY USA Authorized Partner, you will be part of the local dealer and reseller network. Business partnerships thrive when they are based on reciprocity and trust. We're committed to helping distributors and integrators grow because we know that will increase our sales and bolster our reputation over time. You and your team will be empowered by Training Resources, Sales Support, and Marketing Support.

### Partner With A Dedicated Support Team

- Abloy vertical market managers with proven expertise
- Sales support engineers help you with budget planning
- Competence Centers Training, including the innovative CLIQ system
- Estimating, budgeting, planning, and systems design support
- Demo kits of our most impressive technologies
- Support at end user events

### Professional Marketing Support Tools

- Professionally-designed ABLOY USA catalog
- New ABLOY USA website
- Sales literature suite on critical infrastructure
- Advertising & PR in leading industry publications of applicable channels
- Case Studies on critical infrastructure customers
- Lead generation at critical infrastructure conferences and events
- ABLOY Authorized Logowear



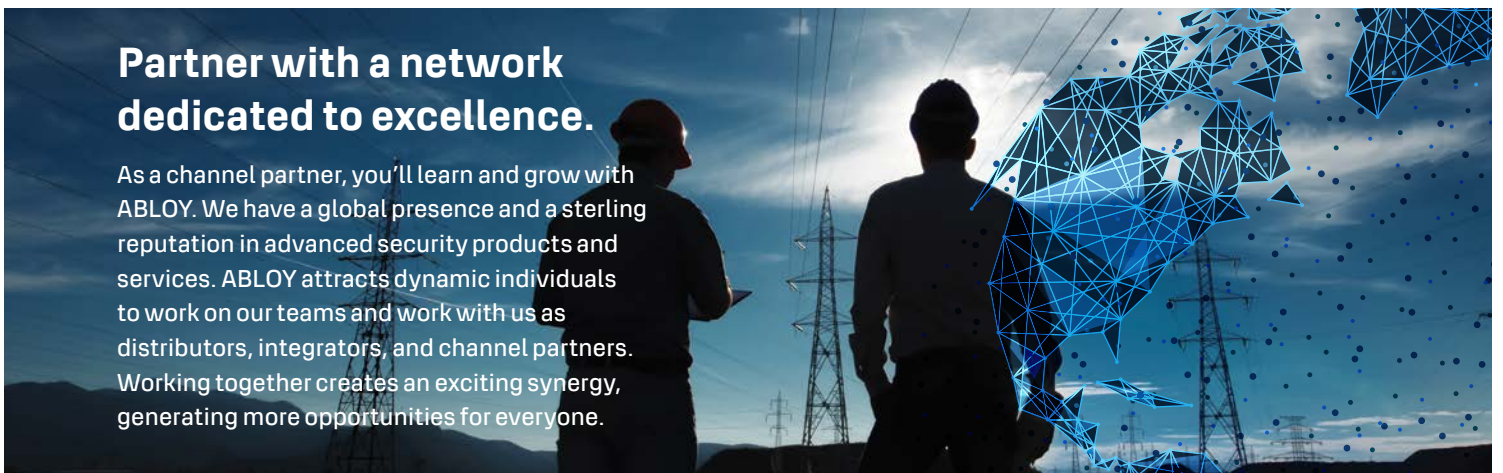
ABLOY AUTHORIZED PARTNER

- Partner Program Logo
- Certificate of Approval
- Showroom Signs
- Golf Shirts
- Folder
- Material



## Partner with a network dedicated to excellence.

As a channel partner, you'll learn and grow with ABLOY. We have a global presence and a sterling reputation in advanced security products and services. ABLOY attracts dynamic individuals to work on our teams and work with us as distributors, integrators, and channel partners. Working together creates an exciting synergy, generating more opportunities for everyone.



# ABLOY For Trust

ABLOY offers security and locking innovations dedicated to creating more trust in the world. Combining digital and mechanical expertise, Abloy Oy develops industry-leading security solutions that protect people, property and business. Abloy is part of the ASSA ABLOY Group, the global leader in access solutions. Every day, we help billions of people experience a more open world.

Unlock the door to the industry's most innovative network. Talk to your distributor to learn more about the ABLOY USA Authorized Partner Program.



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