

Making the Connections That Matter

PANDUIT™
ONE | PARTNER
PROGRAM

Panduit ONESM Partner Program

Empowering Partners to Deliver Innovation, Efficiency, and Value



Join a global ecosystem of leading infrastructure solution providers.

Together as ONE: Your Journey Starts Here

The Panduit ONE Partner Program is a global initiative designed for leading solution providers who design, build, install, and service cutting-edge physical network infrastructure.

As a Panduit ONE Partner, you gain the tools to elevate your go-to-market strategy and unlock new opportunities for long-term success.

This program is not just a program — it is a partnership. Built on collaboration, innovation, and mutual growth, we empower our partners to grow their business, enhance their skills, and deliver unmatched value to customers.

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Working together as ONE with our trusted Panduit partner community is key to our mutual success.

The Panduit ONESM Partner Program provides the tools, education, and rewards for our partners to deliver innovative solutions and superior value to our customers.”

Shannon McDaniel
Panduit President & Chief Executive Officer



Unlock Exclusive Benefits

Panduit ONE Partners enjoy access to a wide range of exclusive benefits

- ▶ **Financial Incentives**
Earn back on all Panduit products
- ▶ **Training Access**
Online, in-person, and virtual learning
- ▶ **Certifications**
Validate expertise across core competencies
- ▶ **System Warranties**
Offer Certification PlusSM
25-Year Performance Warranty
- ▶ **Partner Portal**
Centralized hub for tools, insights, and support

Gain Skills That Drive Success

Access world-class training and certifications through the Panduit Hub — your portal to unlimited learning:



DEPLOY – Installers & PMs
Best practices in fiber/copper installation



DESIGN – Sales Engineers
Build best-in-class infrastructure designs



DEVELOP – Sales Professionals
Sell smarter with solution-based training



Essentials & Product Courses
Online modules in core competencies



Ready **TO GROW** with Panduit?

Becoming a partner is simple.
Follow these three steps.

STEP 1

Apply online at
panduit.com

STEP 2

Review program
requirements with
a Panduit Account
Manager

STEP 3

Start growing with
Panduit ONE and level up
as your business scales
with full support.

What You'll Gain

- ▶ A dedicated Panduit Account Manager
- ▶ Tools to accelerate business and technical growth
- ▶ Access to regional and global technical support
- ▶ Regular updates on product innovations and opportunities

Your success is our success. Let's build the future of infrastructure, together!

panduit.com



Let's Connect:
EMEAPartners@panduit.com

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