

## Alliance Partner Program



### Our Goal

We work closely with top companies to add even more value to our industry-leading AV products and solutions. Whether it's configuring a digital signage network, connecting participants using video collaboration, or outfitting a room for device management and automation — Sony is committed to helping you.

### Resources to Empower Your Vision

For applications in corporate, education, government, healthcare, faith, retail, entertainment, transportation and more, we can help curate an entire AV ecosystem with high-quality products and best-in-class partners. Our goal is to make your life easier, enabling you to optimize AV solutions from one proven and trusted source. We're working with top companies to create exciting new connected audio-visual experiences with simplified integration and lower operating costs.

### Benefits to Partnership

- ◆ As a certified partner, you have access to a vast array of resources and programs
- ◆ Dedicated project resources – our team of Sales Support Engineers are here to help
- ◆ 24/7 POSC (Product Operations Support Center)
- ◆ Early access to product roadmaps and firmware updates
- ◆ Product 'test drives' with demo unit evaluations
- ◆ Sony event and webinar participation
- ◆ Feature opportunity on Sony Partner website
- ◆ Co-marketing opportunities
- ◆ Cross training and sales mapping
- ◆ Social posts on Sony acct's
- ◆ Joint Press Alerts
- ◆ Dedicated newsletter
- ◆ Webinar opportunities

*With a focus on interactivity, certification and compatibility, the program supports businesses across the AV spectrum, integrating with software solutions and hardware that address digital signage, IPTV, device management, computer vision and AI, AV control systems and unified communications.*

## Alliance and Technology Partners

Sony announced the Charter Alliance Partners at Infocomm which consists of 10 members. These partners have integrated solutions and will help drive business with Sony. Other partners are compatible technology partners.

### Alliance Partners

- ◆ Appspace
- ◆ Cisco
- ◆ Crestron
- ◆ Korbyt
- ◆ Navori
- ◆ Skykit
- ◆ Spectrio
- ◆ Peerless AV
- ◆ Draper
- ◆ TSI Touch

### Digital Signage

- ◆ 22 Miles
- ◆ Appspace
- ◆ Aura Futures
- ◆ Capital Networks
- ◆ Easescreen
- ◆ Fugo
- ◆ Fusion Signage
- ◆ igotcha
- ◆ Korbyt
- ◆ Look DS
- ◆ Mvix
- ◆ Navori
- ◆ Novisign
- ◆ NowSignage
- ◆ NSign
- ◆ Nsign.TV
- ◆ Optisigns
- ◆ Ping HD
- ◆ Play Digital Signage
- ◆ Revel Digital
- ◆ Rise Vision
- ◆ ScreenCloud
- ◆ Skykit
- ◆ Spectrio
- ◆ TelemetryTV
- ◆ Wallboard
- ◆ Woven Media
- ◆ XOGO
- ◆ YCD Multimedia

### Control & Device Mngt

- ◆ Crestron
- ◆ Domotz
- ◆ Extron
- ◆ Kramer
- ◆ Esper.io

### IPTV Solutions

- ◆ Appspace
- ◆ Aura Futures
- ◆ iRevo
- ◆ PIngHD
- ◆ NowSignage
- ◆ TelemetryTV
- ◆ Vyt.io

### Hardware Solutions

- ◆ Crestron
- ◆ Draper
- ◆ Extron
- ◆ Intel
- ◆ Kramer
- ◆ Logitech
- ◆ Palmer Digital
- ◆ Peerless AV
- ◆ TSI Touch

### UC/Collaboration

- ◆ Cisco
- ◆ Pexip

### Workspace Mngt

- ◆ Appspace
- ◆ Aura Futures
- ◆ Korbyt
- ◆ Skykit

*[pro.sony/alliances](http://pro.sony/alliances)*