

Built to Flex. Designed to Grow.

Meet Ricoh Unity,
Your New Partner Programme

RICOH

Unity
Partner
Programme



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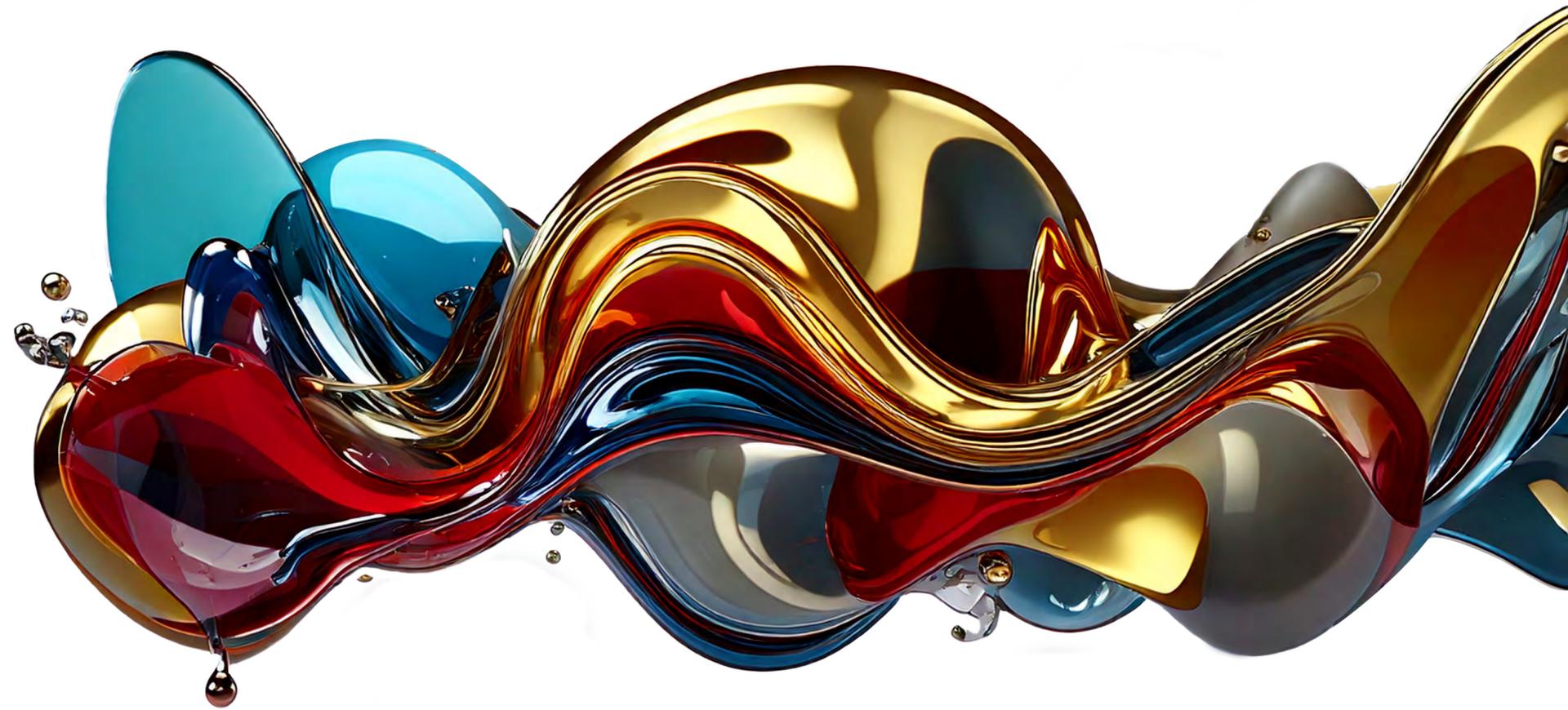
A New Kind of Partnership

Fluid. Flexible. Built to last. This is Ricoh Unity, our new partner programme built to accelerate your growth and reward expertise in a rapidly changing world. Built from the ground up with partners in mind, Unity recognises that no two partners are the same and that partner programmes need to cater to this.

With Unity, you'll be rewarded for your expertise, given the tools and training to grow your business, and offered enhanced incentives like lead generation opportunities, co-marketing support, and a next-gen partner portal that makes engagement effortless.

So, whether you're experts in managed print, masters in software and sustainability solutions, or anything in between, Ricoh Unity is ready to support you with tailored pathways, streamlined processes, and tiered benefits that follow your goals. Unity doesn't ask you to fit, it adapts to you.

Unity is partnership, elevated to a whole new level.



What Is Ricoh Unity?

Ricoh Unity is more than a partner programme; it's a modular, modern approach designed to accelerate growth and reward your expertise. Unity is based on three core pillars, each designed to be flexible enough to cater to your unique expertise.

Unity creates a seamless partner experience through:

Simplification

- Benefit from enhanced partner experiences through a simple, flexible partner framework.
- Enjoy a partner programme tailored to support your business' goals and expertise.
- Get access to increased investment in tools, portals, and processes to make partnership effortless.

Innovation

- Utilise a future-ready partner programme built to support and accelerate your growth.
- Unity partners will receive industry leading incentives and rewards, including lead-generation, co-selling, and more.
- Get recognised and rewarded for your expertise with access to unique training and specialisms aligned to your capabilities.

Collaboration

- Close collaboration empowers you to drive innovation and growth with dedicated partner support from Ricoh.
- Shared customer journeys and experiences enable our partners to work together and drive success.
- With Unity, partners can focus on their expertise while benefiting from enhanced incentives.

Unity is built to support partners with fluidity, adapting to your expertise while accelerating your growth.

Your Specialism. Your Rewards.

No matter your specialism, Ricoh Unity has a growth pathway to support your organisation. Unity is centred on partner capabilities and competencies, not just revenue, creating a more focussed approach to partnerships.

There are three core specialisms and growth pathways partners can use to develop their expertise with Ricoh, with more on the way. These are:



Software and Services:

Experts in all things software, services, and the Ricoh portfolio.



Production Print:

Specialists in production printing.



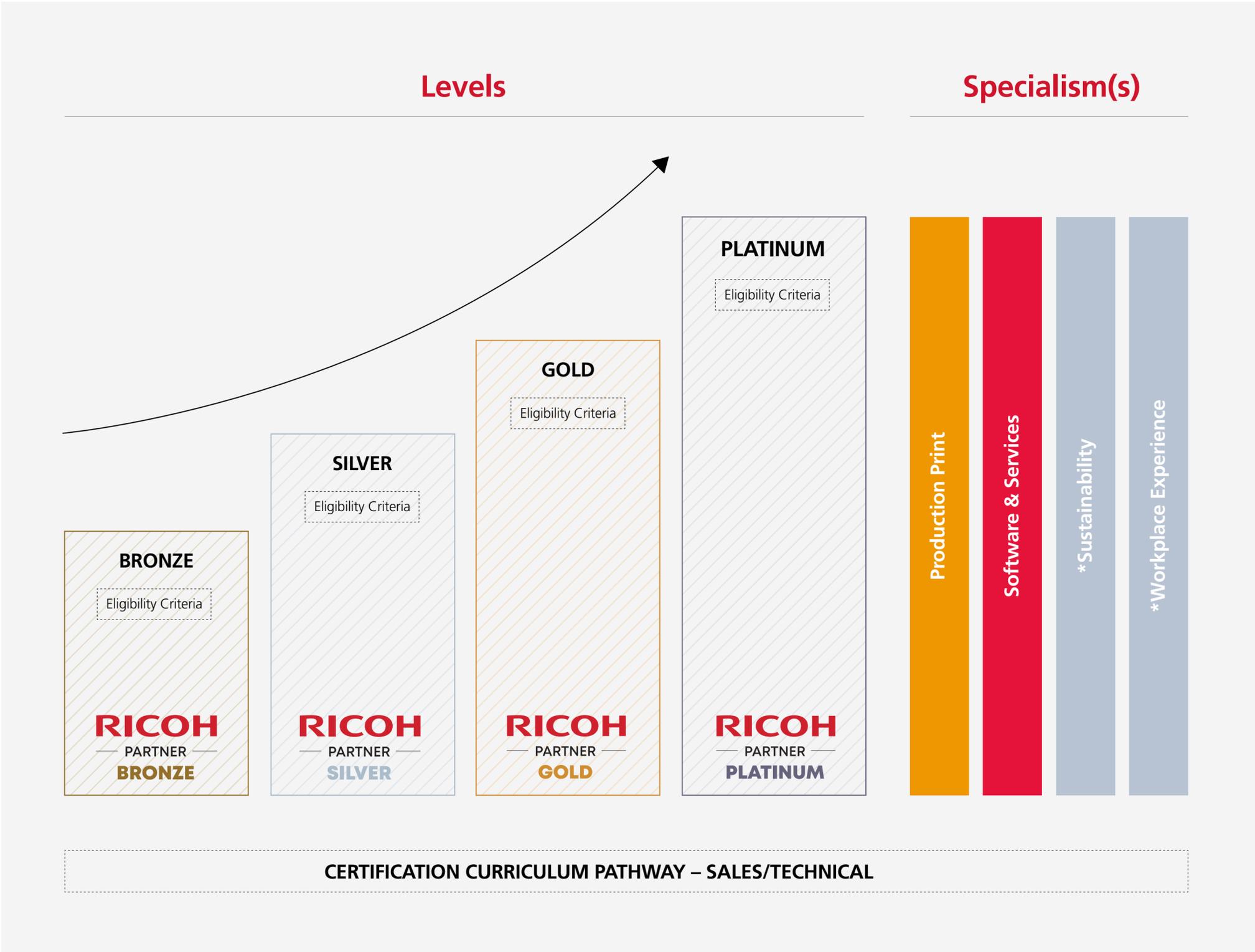
Sustainability (Coming Soon):

Authorities in ESG and sustainable practices for their customers.

As partners work with us, they gain access to benefits, resources, and support they can use to accelerate their growth and deepen their collaboration with Ricoh. Everything is built to support how partners work instead of getting in their way.

A Pathway to Success

Ricoh Unity uses four membership levels as well as three specialisms to keep you moving forward. Whether you're starting out as a Ricoh Partner or an existing Ricoh partner, Ricoh Unity will keep you moving forward while supporting your growth. And when you become more skilled in your specialism, you'll move up from Specialist to Expert or even Elite, showcasing your dedication and expertise to your customers.





Why Partner with Ricoh

From managed print to software and services, Ricoh's portfolio covers it all.

Ricoh supports our customer's every need with solutions that scale, giving your customers the confidence to work with you time and time again. Our partners lead with innovation and deliver with confidence every time. That's the Ricoh difference.

What You'll Unlock with Unity:

- Rewards designed around your strengths
- Industry leading portfolio at your fingertips
- Enhanced incentives, lead-gen opportunities, and co-marketing support
- Real growth through joint planning and built-in support
- More opportunities to sell, serve, and grow.

Partnership Evolved

Ricoh Unity is more than a partner programme; it's an evolution in collaboration, innovation, and shared momentum.. Fast. Fluid. Flexible. Unity adapts to you. It's been completely designed to create a simple, partner-first experience that will jump-start your growth.

Ready to move forward, faster?

Let's get started.

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Unity Partner Programme