

Partner for Success with Canon

Get More by Partnering With Canon

Industry Leading Products ... Reliable Solutions ... Flexible Programs ...



CHANNEL STRATEGY

Canon offers our resellers a complete line-up of high-quality, high-speed document and check imaging products. From Personal, to Mid-volume Production, and everything between, Canon imageFORMULA products are designed with a focus on customer requirements. Working closely with our leading alliance partners, Laserfiche, OnBase, eCopy, Kofax, and many more, we offer complete business solutions and outstanding value, ensuring continued success.

We complement our product offering with comprehensive and flexible marketing and sales packages. Canon offers a variety of partner programs that cover all market segment products.

Canon's Premier Partner and CR Authorized Programs are channel focused, multi-tiered, and offer partners a wide variety of customized programs and joint marketing opportunities to help grow your business. Our programs are designed to strengthen relationships, provide new opportunities and build a sense of confidence in selling the imageFORMULA line of products.

"Canon's commitment is to provide products that service the digital imaging needs of all market segments, from Personal to Mid-volume Production. Canon's imageFORMULA scanner line-up offers customers sleek and durable designs that are cost effective, easy-to-use and consistently increase office productivity."

--Masahiko Machida,
Sr. Director, Image Filing Systems,
Imaging Systems Group,
Canon U.S.A., Inc.

MARKETING FUNDS

Offering quarterly performance rebates, direct mail campaigns, bid support, demo units, and much more.

SALES TOOLS

Customized for each product, our support tools include, brochures, banner ads, sales guides, and competitive comparisons ... just to name a few.

REWARDS PROGRAM

Canon's newest incentive program, designed to reward our valued partners for continued sales and support of our products.

RESELLER WEBSITE

For information on all of Canon's Partner Programs, Promotions, and Products, go to www.canonresellers.com.