







## **ace** Accelerate Partner Program

Acer has been a global technology vendor for over 40 years. A leading brand, an innovator with a wealth of experience built on a global channel-go-to market business model.

We are now thrilled to introduce Acer Australasia's new Accelerate Channel Partner Program!

Over the past 12 months we have been diligently working to create a program that is sustainable, rewarding, and designed to help you achieve the growth you expect from us.

With our renewed go-to-market strategy, we are focusing on channel partner engagement and are keen to collaborate with resellers across all sectors to grow our market share.

Our vision is to take a partner-centric approach to enable sustainable outcomes for our businesses.

Starting in 2025, we aim to accelerate our partner engagement and build a robust foundation to continually grow our channel partner ecosystem.

Together, we can unlock new opportunities and drive mutual success.



"Our goal for 2025 and beyond is to aggressively enhance market penetration and build long-term relationships with our partners. By focusing on these key areas, we aim to drive significant growth and create lasting value for both our business and our partners. Together, we will achieve new heights of success and innovation."

Cameron Anderson General Manager Acer Australia Commercial & New Zealand

"We want to grow our SMB market share by partnering with resellers who share our commitment to delivering the best innovative products and services. By fostering strong, value-driven partnerships, we strive to create sustainable growth and success for both our partners and our customers."

Ali Lokhandwala Channel Sales Manager Acer Computer Australia



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Why Acer?

## OVER 30 YEARS

IN AUSTRALIA

The Acer Oceanic Head Office is located in Sydney, NSW.

We employ over 160 staff across Australia & New Zealand with representation in every State.







## ACER WORLDWIDE

Acer has more than 7,800 employees worldwide, and has a presence at approximately 95,000 retail locations spread throughout more than 160 countries.

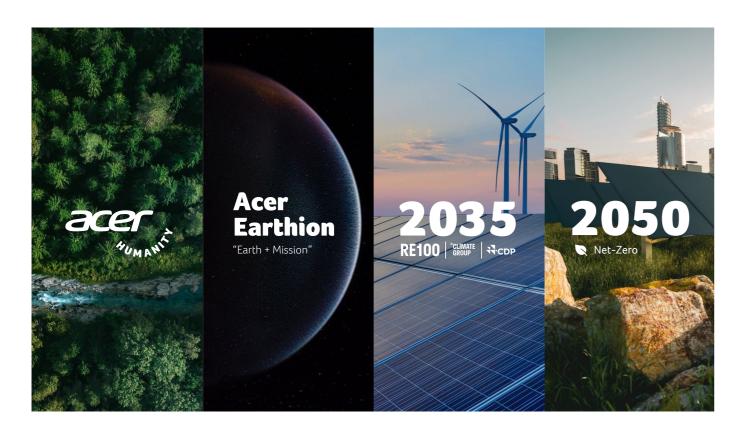


7,800+
EMPLOYEES

95,000 RETAIL STORES

in
160+
COUNTRIES

## ACER SUSTAINABILITY







## 2025 SUSTAINABILITY STRATEGY: FOCUS ON THE CLIMATE AND CIRCULAR ECONOMY

Aspects	Strategic Direction		SDGs		
Circular Economy	Sustainable Design		20-30% PCR plastic content in computers and displays		
	Recycle Materials	20-30%		11 AND CHARACTERS 12 (STOCKMEN) AND CHARACTER	
	Reduce Plastic Packaging				
Climate Change	Renewable Energy	60%	60% renewable electricity usage by Acer Group*		
	Energy Efficiency	45%	45% reduction in average computer energy consumption in 2025, compared to 2016	7 APPROAGE AND 13 ARMAT AND 15 APPROAGE AND 15	
	Carbon Reduction	80%	80% of critical supplier committed to RE100 or set SBT carbon reduction target		
Social Impact	Environmental Friendliness	Over 90%	Over 90% of our employees will participate in Project Humanity to drive social impact	17 HITICIDIPE 4 SMITT 13 DAM	
	IT Education	<b>J J</b> 70	ducation	arr roject rumanity to unive social impact	We recove to the course of the
	Employee Engagement	80%	80% of our employees are actively engaged in their work		

\*RE100 by 2023

06 ACER ACCELERATE PARTNER PROGRAM | COMMERCIAL IN CONFIDENCE





## ACER ACCELERATE PARTNER PROGRAM

	SILVER	GOLD	PLATINUM
Minimum Annual Spend Australia	60K +	1M	By Invite
Minimum Annual Spend NZ	50K +	500K	By Invite
Dedicated Acer Account Manager		X	X
Dedicated Technical Account Manager			X
NDA - Roadmap Access		Х	X
Product training sessions	X	Х	Х
Service Repair Partner Eligible			Х
Rebates for selling Acer products	X	Х	Х
Deal registration	X	Х	Х
Provision of leads			Х
Demonstration stock discount (NFR)		Х	Х
Point of sale collateral	X	Х	Х
Branded merchandise		X	X
Acer 'Where to buy' listing (Acer Website)	X	X	X
Acer Events Participation		Х	Х
Seasonal promotions & incentives	X	X	X

## ACER DISTRIBUTORS

#### **BLUECHIP INFOTECH**

#### Silverwater Office

97 Derby Street Silverwater NSW 2128, Australia

Tel: 1300 72 74 74

#### North Sydney Office

Level 4, 104 Mount Street North Sydney NSW 2060, Australia

Tel: 1300 72 74 74

#### Melbourne Office

4 Nicole Close Bayswater VIC 3153, Australia

Tel: 1300 72 74 74

#### Port Melbourne Office

Suite P1A, 263-329 Lorimer Street Port Melbourne, VIC 3207

Tel: 1300 72 74 74

#### **Brisbane Office**

4/212 Boundary Street Spring Hill QLD 4000, Australia

Tel: 1300 72 74 74

#### Perth Office

5A Carbon Court Osborne Park, WA 6017, Australia

Tel: 1300 72 74 74

#### **New Zealand Office**

Unit G03, 656 Great South Road Ellerslie, Auckland 1051, New Zealand

Tel: 0800 733 233

Email: sales@bluechipit.co.nz



## ACER NATIONAL COVERAGE





#### **NEW SOUTH WALES**

Bonnie Gascoyne Mobile:+61 481 023 660

Email: Bonnie.Gascoyne@acer.com

#### **VICTORIA & TASMANIA**

Stephanie Dimopoulos Mobile: +61 416 055 309

Email: Stephanie.Dimopoulos@acer.com

## DONE LOCALLY, DONE RIGHT

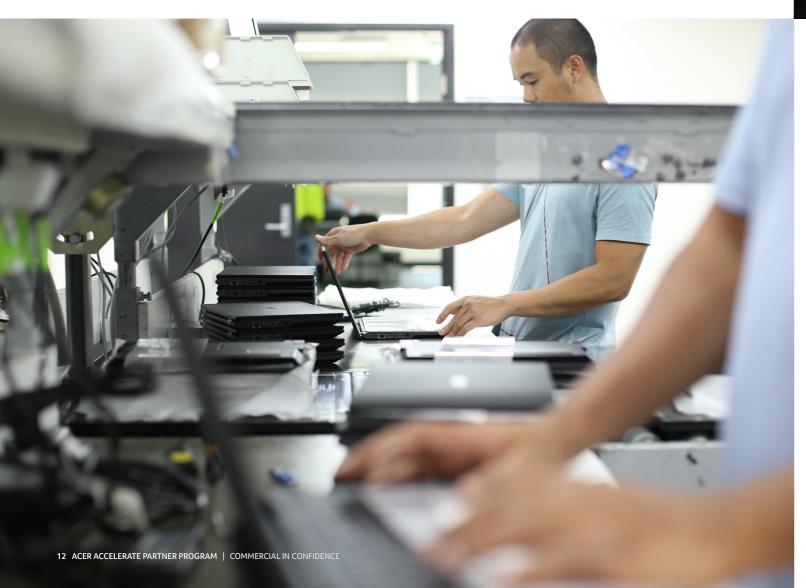
#### ACER SERVICES OVERVIEW

Acer chooses to load, assemble, and check computers for Australia & New Zealand, in Australia.

Acer can ensure the safety and security of all its local stock and ensure that its clients' orders and out of box services are done to strict Australian and industry standard compliances.

Acer's Sydney-based integration centre delivers customised and scalable options to suit your project requirements:

- Warehousing & logistics
- Manufacturing
- Managed Services





## MANAGED SERVICES

Acer Managed Services offers businesses a full-service operation all under one local roof. With professionalism and expertise blended with just the right amount of agility, commitment and daring do, we punch above our weight to help make sure businesses receive the best support in IT services.

Acer's value-add managed services include (but are not limited to):

- PC Image/SOE loading/Autopilot
- Device asset tagging
- Asset reporting
- Leasing and financing
- Lifecycle management and EOL recycling



### ASSET MANAGED SERVICES

Acer has been serving Australasian organisations, governments, and educational institutions for over 20 years, providing a comprehensive range of IT support services.

Acer Managed Services is widely regarded as a market leader in IT equipment support, offering innovative alternatives to traditional client services. Services include:

- Asset Lifecycle Management
- DaaS (Device as a Service)
- Integration and Custom Configuration
- National Deployment
- · Onsite Support and Maintenance
- · Decommissioning and Disposal

### ASSET LIFECYCLE SERVICES

We believe that working alongside our clients achieves better results than working in isolation. Our experts are well-trained in uncovering business needs at the customer's site, from the boardroom to reception. They speak the language of business and IT, enabling customers to make informed decisions without compromising business success through:







For each project, Acer dedicates a task force to support the initiation by:

Defining the scoping of activity

Developing ownership/ communication plans Standardising project functions

Ensuring a single point of contact and accountability

Leveraging our extensive organisational experience combined with our leading digital expertise, we provide a comprehensive analysis of your IT requirements to ensure your business realises the maximum benefit from your technology assets.

Our dedicated Acer Project Team will develop a knowledge base and work directly alongside our customers throughout the lifecycle of each project, offering a single point of contact and ensuring accountability.



## ACER TRAVELMATE

## PRODUCTIVITY & COLLABORATION

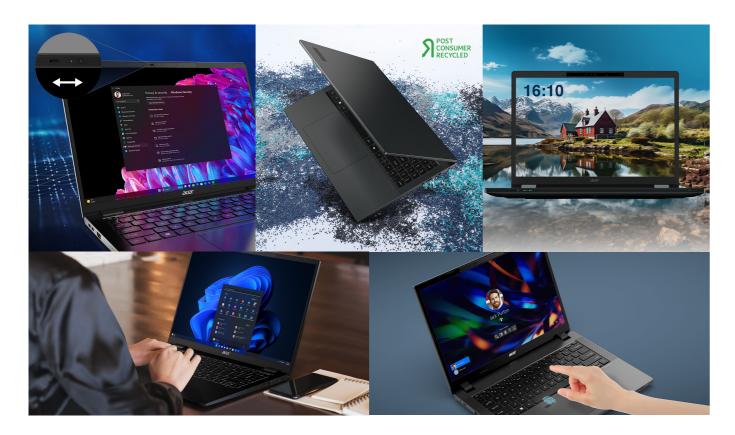
Get ready to make workflows a breeze. With the latest AI-powered tools and features designed to empower your productivity and collaboration, we fuel the efficiency of your business and ensure that you have all you need to excel in your business.

#### **SECURITY & MANAGEABILITY**

Securely deploy your fleet of Secured-Core PCs with confidence. With the combination of Intel vPro® and Windows 11 Pro, you'll enjoy professional-grade hardware-based PC protection, all-in-one security, remote management capabilities, and more.

#### SUSTAINABILITY

Acer for Business embraces a futureconscious approach to technology, delivering eco-conscious yet durable designs that feature PCR plastic while also being military grade (MIL-STD-810H) certified.





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## INSPIRE POTENTIAL

#### WHY ACER?

Our goal is to bring evolving technologies to schools and institutions to foster meaningful, inclusive, and engaging learning experiences.

#### DESIGNED FOR EDUCATION

Our devices are made to elevate in-person, remote, and hybrid learning experiences so we can foster collaboration, creativity, and engagement in the classroom and beyond.

#### RELIABLE PARTNERSHIPS

Collaboration with partners is critical for addressing the needs of schools. We empower our partners with access to support and resources to deliver tailored solutions to end customers.

#### **FUTURE-PROOF SOLUTIONS**

Acer seeks to provide immersive, inclusive and engaging learning experiences with future-proof technologies - offering an alternative for soft skill development and STEM studies.





### ACER FOR EDUCATION **RUGGED SOLUTIONS**

Classrooms are a busy place, and Acer's rugged devices are designed to keep both students and teachers focused on learning with peace of mind.

#### **BUILT TOUGH**

Durability is at the forefront of our designs. With reinforced corners and honeycomb interior design, our devices deliver resilient performance when subjected to even the harshest of drop tests.













#### **RESILIENT DISPLAY**

Our durable displays are designed to resist the kind of impacts and scratching that can happen in busy classrooms.







40K Cycles of

#### DEPENDABLY DESIGNED

With moisture resistant touchpads and keyboards as well as mechanically anchored keys, our rugged devices offer schools a dependable choice that they can rely on.









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## COMMERCIAL DESKTOPS

Acer's Commercial Desktop range offers a variety of benefits tailored to meet the needs of businesses of all sizes.

#### PERFORMANCE AND RELIABILITY:

Acer's commercial desktops are equipped with high-end processors, ample memory, and storage options, ensuring smooth and efficient performance for demanding business applications.

#### **SECURITY FEATURES:**

These desktops come with advanced security features, including hardware-based encryption and secure boot, to protect sensitive business data.

#### **EXPANDABILITY:**

Acer's commercial desktops offer excellent expandability options, allowing businesses to upgrade components like RAM, storage, and graphics cards as required.

#### **DURABILITY AND SUPPORT:**

Built with robust components, Acer's commercial desktops are designed to withstand the rigors of daily use. They also come with comprehensive warranty and support services, ensuring minimal downtime

Acer's Commercial Desktop range provides a reliable, secure, and scalable solution for businesses aiming to enhance their productivity and efficiency.



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# THE BEST SOLUTIONS TO WORK AND SHOWCASE YOUR IDEAS

#### DISPLAY

Without the best display, brilliant ideas cannot come to life. Acer's displays are meant to help you create your best work and showcase it effortlessly and beautifully. Be bold and create the next big idea, presentation, or design—and leave the rest to us.

#### ACER DOCKING DISPLAY

Docking displays create a complete and clutter-free workspace so you only have to set up once. Boasting USB-C functionality, these displays come with a variety of features that let you effortlessly transition your laptop from a work to a home environment without the need of transferring files or the hassling with cloud storage.

#### ACER VISION CARE™

Acer Vision Care helps reduce eye strain and provides a more comfortable viewing experience. Acer Vision Care incorporates several features including BlueLightShield Pro, LightsSense, ColorSense, and Proxisense that take into consideration prolonged usage by heavy users such as programmers, writers, and graphic designers, to reduce eye strain.

#### **ECODISPLAY FOR SUSTAINABILITY**

For Acer, embracing corporate sustainability means being a successful worldwide IT company with triple-bottom-line achievement in terms of well-balanced performance: economically, environmentally, and socially. Acer actively works to fulfill its corporate responsibility by protecting the environment and helping advance global society with emphasis on Epeat, TCO, and Energy Star guidelines.



## SUPPORT AND RESOURCES

We know that keeping things running smoothly requires qualified and dedicated support. For that, we're here for you and fully committed to making sure our products and services empower you more than ever before.

Contact us for a technology consultation: sales@acerforbusiness.com.au

## LOCAL TECHNICAL SUPPORT & CALL CENTRE

Via portal, please use Acer's eSupport Portal: http://esupport.acer-apac.com/esupport

Via phone for Key Customers, please call 1300 308 056

Service Request updates, request changes or cancellations or access to Acer's eSupport portal, please email: servicekac.aca@acer.com



