



Beneficios por tipología distribuidor

| SALES | Manual comercial | ✗ | ✓ | ✓ | ✓ | ✓ |
|------------|---------------------------------|----|-----------|-----------|-----------------|-----------|
| | Master training | ✗ | ✗ | ✓ | ✓ | ✓ |
| | Demo personalizable | ✗ | ✗ | ✓ | ✓ | ✓ |
| | Acompañamiento comercial | ✗ | ✗ | ✗ | ✓ | ✓ |
| | Correo corporativo | ✗ | ✗ | ✗ | ✗ | ✓ |
| | Licencias Demo | ✗ | ✓ | ✓ | ✓ | ✓ |
| | Acceso Webinars | ✓ | ✓ | ✓ | ✓ | ✓ |
| | Exclusividad territorial | ✗ | ✗ | ✗ | (zona opcional) | ✓ |
| | Carterización | Si | no aplica | no aplica | no aplica | no aplica |
| MARKETING | Materiales editables | ✗ | ✗ | ✗ | ✓ | ✓ |
| | Acceso CRM | ✗ | ✗ | ✓ | ✓ | ✓ |
| | Marketing Insights | ✗ | ✗ | ✗ | ✓ | ✓ |
| | White Label Platform | ✗ | ✗ | ✗ | ✓ | ✓ |
| | Presencia online | ✗ | ✓ (A) | ✓ (A) | ✓ (A) (B) | ✓ (A) (B) |
| | Servicios inbound | ✗ | ✓ * | ✓ * | ✓ * | ✓ |
| | Servicios outbound | ✗ | ✗ | ✗ | ✗ | ✓ |
| PRODUCT | Prioridad de desarrollo | ✗ | ✗ | ✓ (1) | ✓ (2) | ✓ |
| | Visibilidad del roadmap | ✗ | ✗ | ✗ | ✗ | ✓ |
| OPERATIONS | Manual tecnico | ✗ | ✓ | ✓ | ✓ | ✓ |
| | Acceso a Webinars | ✗ | ✓ | ✓ | ✓ | ✓ |
| | Formacion continua | ✗ | ✗ | ✓ | ✓ | ✓ |
| | Acompañamiento técnico /cliente | ✗ | ✗ | ✗ | ✓ | ✓ |
| | Demo personalizada | ✗ | ✗ | ✓ | ✓ | ✓ |

* Opcional con cargo