

ScanSource and HP Poly

Experience the partnership

Our dedicated ScanSource HP Poly team



Jonathan Benthall
Sr. Director, Supplier Services
jonathan.benthall@scansource.com
864.404.8133



Allison Kitterman
HP Poly Enablement Specialist
allison.kitterman@scansource.com
864.286.4819



Zach Pendergrace
Business Manager,
Video and Voice
zachary.pendergrace@scansource.com
864.286.4421



Page Williams
Business Manager,
Headsets and Services
page.williams@scansource.com
864.286.4893



Greg Humphrey
Manager, Business Development,
Northern US and Canada
greg.humphrey@scansource.com
704.460.1241



Dustin Munden
Business Development,
Southern US
dustin.munden@scansource.com
864.209.0619



Madison DePietto
Channel Marketing Manager
madison.depjetto@scansource.com
215.687.9995



Zack Gutman
Tech Support, Solution Engineer
zackary.gutman@scansource.com



DEMO POOL

- Want to check out HP Poly solutions for yourself, or for a customer opportunity? As an authorized HP Poly partner, you can take advantage of our FREE demo pool program. Fill out the form to get started.

[Request a demo](#)



DEDICATED PARTNER-ENABLEMENT SPECIALIST

- Partner application onboarding assistance
- How-to guides for deal registration
- Demo program
- Business plan and roadmap assistance
- Specific trainings based on requests



CUSTOM CONFIGURATION CENTER (CCC)

- More-than 6,000 configured devices shipped per day
- Basic to enhanced pre-provisioning and staging services cover all device needs
- Zero-touch: MAC-address capture
- HP Poly Zero Touch (ZTP)
- Custom services: Insert branded collateral; swap phone-bezels; custom label and package



PARTNER RESOURCES DESIGNED FOR SIMPLICITY

- HP Partner Portal Guide:** Step-by-step instructions to access and manage HP | Poly tools.
- Deal Registration Form:** A quick online form for submitting and tracking deals with ease.



TRY & BUY

- This exclusive ScanSource program shows how combining Microsoft Teams Rooms' latest and best features with HP Poly's powerful room kits allows you to create cutting-edge business solutions. It helps eliminate the risks to your end customers because YOU demo the Microsoft and HP Poly solution bundles before you offer them.

[Request a Try & Buy](#)



PRE-SALE TECH SUPPORT SERVICES

- BOM creation: Determine what products are needed for your end-customers' specific needs and ensure all required/recommended parts are sent to you
- Phone and email support for all pre-sale technical questions/issues
- Technical support team members are HP Poly-certified professionals
- Our team has direct technical contacts at HP Poly, to assist when needed



POST-SALE TECH SUPPORT SERVICES

- 24/7 support for contracted partners
- Our support team carries the same technical certifications as HP Poly's team
- Our over-90-percent deflection rate means most cases are resolved by our team without escalating to HP Poly
- Direct RMA support: Our team can submit RMAs with HP Poly directly, for a faster turnaround
- Escalation support: For more-advanced technical issues, our team handles escalations, so you don't have to