

Why Become a Panduit ONESM Partner?

Grow with Panduit



Earn Financial Incentives

Get rewarded for your commitment to Panduit, based on your tier level. The more you grow with Panduit, the more you earn!

Offer Your Customers Peace of Mind

Do you install Panduit Enterprise Structured Cabling or Industrial Automation Infrastructure Solutions? You can apply for a warranty after completing your certification training.

Become an Expert

We offer online and/or certification training for each combination of Solution and Competency (where applicable).

Flexible Framework

Participate in the Solutions and Competencies (where applicable) that align to your business.

Easily Expand Your Panduit Business

Interested in more than one Solution Focus and/or Competency? Not a problem! You can participate in more than one area.

Be in the Know

Get access to The Hub, our Partner Portal. Here you will find the latest information on our products and solutions, co-branded marketing materials and much more!

Join the Ecosystem

It's all about networking. As a Panduit ONE Partner you gain access to our Partner Network around the world as well as Strategic Alliances, Distributors and Consultants.

Benefits by Solution and Competency

Solution Focus	Competency	Online Training	Certifications	Warranties	Financial Incentives
Enterprise Structured Cabling	Design	✓	✓		Design Registration
	Develop	✓	✓		Deal Registration Annual Volume Incentive (AVI) Market Development Funds (MDF) Training Funds
	Deploy	✓	✓	✓	
Data Center Infrastructure Management (DCIM)	Design	✓	✓		Design Registration
	Develop	✓	✓		Deal Registration Annual Volume Incentive (AVI) Market Development Funds (MDF) Training Funds
	Deploy	✓	✓		
Data Center Physical Infrastructure	Design	✓	✓		Design Registration
	Develop	✓	✓		Deal Registration Annual Volume Incentive (AVI) Market Development Funds (MDF) Training Funds
	Deploy	✓	✓		
Industrial Automation Infrastructure	Design	✓	✓		Design Registration
	Develop	✓	✓		Deal Registration Annual Volume Incentive (AVI) Market Development Funds (MDF) Training Funds
	Deploy	✓	✓	✓	
Control Panel/ Wire Harness		✓			Annual Volume Tool Credits New Product Add Incentive Tier Level Advancement Incentive Tool Credits
Electrical Construction		✓			