



Strategic Business Partner

ATI's Strategic Business Partners typically are larger service oriented organizations that span across vast geographies and offer a wide array of specialized products and services (of which ATI is a solution option within the Business Partner's portfolio).

- No Capital Investment Required
- No Downtime or Need to allocate personnel from existing projects.
- Utilize our well-versed engineering team to collaborate on mutually beneficial solutions.
- Remote and Onsite Training is provided by All Tech Industries.
- Exclusivity for specific regions, verticals and/or accounts is defined together.
- Market solutions through co-branding and joint marketing programs.
- Receive leads through direct marketing conducted by All Tech Industries.
- Sponsor and/or participate in various Trade Shows, User Conferences and Seminars for the purpose of increasing your knowledge of the ATI solution suite and generating leads.
- All of the necessary Equipment, Materials/Products, Transportation/Storage, Professional Services and Logistics (application design, quote/scope of work/proposal, order processing, invoicing, project management, deployment, 20 year limited warranty, etc...) is provided by All Tech Industries.
- Commission Fee is processed at completion of project (unless otherwise agreed). You simply register the opportunity with ATI prior to a quote being furnished and instruct us where and to whom the commission fee is to be sent.
- Commission Fee ranges from 30% - 40% of the project's gross margin.
- There is NO limit to the number of projects Strategic Business Partners can participate on.
- Expand your ability to anticipate and respond to your customers' Insulation, Sealants and Coating needs. Many customers are using outdated products for applications which ATI has a superior solution that addresses immediate and future needs.
- Broaden your footprint on customer accounts by expanding your product portfolio without the burden of expensive capital investments in equipment or having to certify personnel to apply the ATI solution with ATI equipment.