

GlobalMed.

Reseller Program

Partner Information Guide

The GlobalMed® Reseller and Channel Partner Program equips established healthcare and digital services providers to sell the full portfolio and own the customer relationship across healthcare and government markets.

What You Commit to

Commercial & Sales	Build a pipeline and submit orders through formal POs with monthly forecasts.
Customer Relationships	Serve as the primary contact and own the full lifecycle
Capabilities & Operations	Complete sales and technical training, maintain demo equipment, and keep staffing, licenses, and records current.
Brand & Compliance	Sell only approved products, follow brand and data rules, and meet all legal and confidentiality obligations.

What it Takes to Start

- **Demo capability.** Resellers are required to purchase and maintain GlobalMed demonstration equipment prior to their first sale. Specific options are provided at program entry.

Support & Service

Tier 1 support (coordination-only): inquiry intake, basic information gathering, and routing escalation to GlobalMed.

Brand, Product & Compliance

- **Products.** Sell only approved GlobalMed products, never competing solutions, and ensure customers accept GlobalMed's standard EULA.
- **Brand.** Use approved branding only. Custom marketing built on GlobalMed assets becomes GlobalMed-owned IP.
- **Legal.** Meet data privacy, export control, and anti-corruption laws, protect confidential information, and do not reverse engineer products.

Territory

Operate within your assigned territory and route out-of-territory opportunities to GlobalMed, which supports strategic pursuits and complex deployments.

Ready to Begin?

Submit your information through our [Contact Form](#)