

## SecuredIT Vendor Partnership Comparison

Feature / Service	Tier 1 – Insight Partner	Tier 2 – Growth Partner	Tier 3 – Strategic Partner
K–12 Product Insight & Recommendations	✓	✓	✓
Georgia-Focused Market Intelligence	✓	✓	✓
Curated District Opportunity Lists	✓	✓	✓
Quarterly K–12 Insight Reports	✓	✓	✓
K–12 Sales Enablement & Training		✓	✓
Inside & Outside Sales Training		✓	✓
District Buying Behavior & Expectations		✓	✓
E-Rate Compliant Relationship Engagement		✓	✓
Ongoing District Check-Ins (Non-Procurement)		✓	✓
Georgia State Representation			✓
On-Site District Meetings & Presentations			✓
New District Acquisition Support			✓
Existing District Retention Support			✓
Statewide Contract Development			✓
National Contract Strategy Support			✓
Reduced Need for In-State Sales Staff			✓
Priority Access & Strategic Planning			✓