Swivl partner successes

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videocorp Latinoamérica

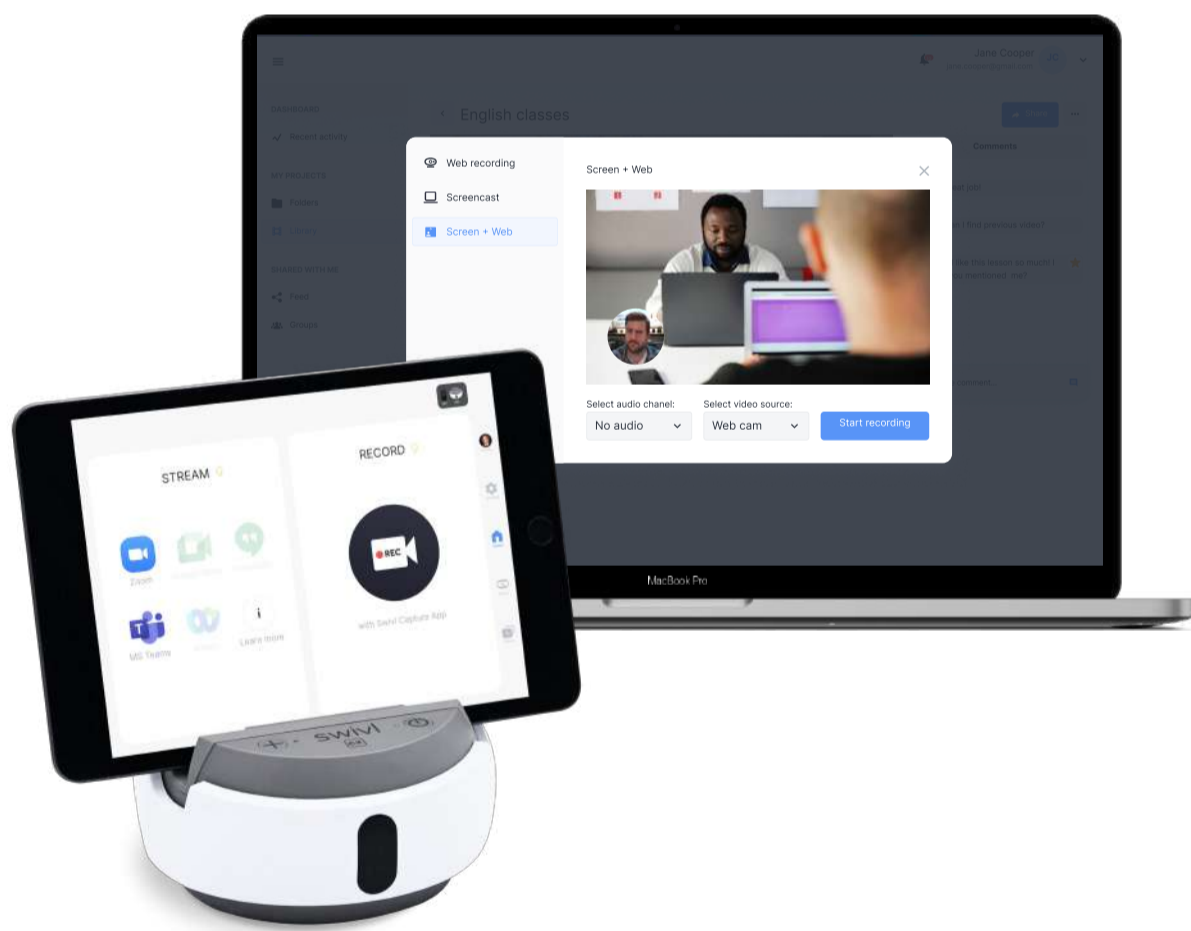**Reseller:** VideoCorp

Location: Chile

Year became partner: 2016

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VideoCorp has consistently worked online and in the field to generate demand for Swivl Teams + Robot throughout the educational system in Chile. Here's how they were able to do this:

1 VideoCorp became a Swivl partner in 2016. They began introducing Swivl Teams + Robot to schools and other educational institutions through constant training of resellers and other partners. At first the work was slow moving, but VideoCorp remained consistent in their efforts.

2 Their consistency paid off when the Ministry of Education showed interest in Swivl Teams + Robot for a project they were launching in a small district. They called the project Proyecto Ver+. The Swivl technology proved beneficial for not only their professional development initiatives, but also for their distance learning initiatives.

3 After this breakthrough in their market, VideoCorp has continue to be persistent in their work, even during hard times.

Once the pandemic hit Chile VideoCorp was one of the first organisations to see the value of presenting Swivl Teams + Robot as a distance learning solution. In addition to this, they also recognised that Swivl Teams + Robot was a tool that helped educators adapt to the new teaching environment. VideoCorp began connecting with educators across Chile to share this solution with them.

They were able to leverage the relationships they built with educators over the years as well. Through this outreach, VideoCorp helped hundreds of schools continue educating students in the distance learning environment, and helped teachers with their professional development. One of the things that sets the VideoCorp team apart from other organizations is that they have a deep knowledge of Swivl Teams + Robot, and they stay up to date on the product updates and features. This allows them to provide training and support to each of their customers.

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