

Flow Software Partner Options

Join our team today!

June 2010

June 2010

Flow Partner Options

Join the growing group of partners who enjoy the value-add business advantage of Flow Software.

Flow Software Limited has developed the Flow Partner Program to provide resources and incentives to assist Flow partners in their own business success. Flow delivers smarter, faster integration solutions, with the advantage of ongoing development and support for its network of partners.

With our new program we want to ensure that every partner receives the backing to deliver effective EDI and integration solutions to their customers. Flow delivers a dependable, sought-after product that provides customers with effective solutions and support.

Becoming a Partner

In return for cutting edge technology, visibility, and collaboration, Flow desires partnership with companies that deliver solutions to businesses and organizations.

Businesses wanting to become a Flow Partner should consider what level of partnership fits their business best.

Do you want to develop the capability of integration partner and offer Flow solutions from sale, right through to implementation sign off? Or would it better fit to act as a referral partner, utilizing the Flow Professional Services resources to deliver successful implementation?

Why Become a Flow Referral Partner?

- Enable your solution to seamlessly incorporate data from other sources
- Ensure cost-effective engagement in electronic trading (EDI) for your customers
- Be rewarded for referring Flow, through customer satisfaction and bonus for license sales
- Access up-to-date Flow Partner collateral and documentation
- Be supported by the Flow Team at every stage of the project.

Why Become a Flow Integration Partner?

- Enable your solution to effectively incorporate data from other sources
- Upskill your team to deliver cost-effective EDI and integration solutions to customers
- Be rewarded by 40% license sale margins and increased services revenues
- Add a new source of revenue to your business, and attractive solution to your portfolio
- Access up-to-date Flow PartnerSphere training, collateral and documentation
- Be supported by the Flow Team at every stage of the project

Once you have decided to become a partner, we will formalize the relationship and schedule relevant support, learning and resource access to make this relationship work for both parties.

Commercial in Confidence

June 2010

Partner Actions

	Referral Partner	Integration Partner
Refer Client to Flow Software Limited	✓	✓
Meet with Client	✓	✓
Scope Flow Project		✓
Prepare & Submit Client Proposal		✓
Negotiate Commercial Agreement		✓
Configure & Install Flow		✓
Invoice Client		✓
After Sales Support		✓
Integration Certified Consultants (2)		✓

Join Our Growing Flow Partner Network

Flow is effectively focused on building quality business partner relationships, and providing the right tools and knowledge to partners, to set the conditions for success. Flow is committed to delivering a partner program that will expand the possibilities for your business.

Get More

We encourage you to contact us to discuss how becoming a Flow Partner can contribute to your future success. To join the Flow Partner Program contact Flow today on 0800 NZ Flow!

Flow Software Limited

Flow Software Limited is an innovative New Zealand software company that provides software solutions to address the demands of business for electronic flow of information between applications and businesses.

With offices in Auckland and Sydney, Flow specializes in designing, developing and supporting middleware integration and EDI technologies. Working with more than 100 business applications, Flow software delivers scalable EDI and integration solutions. This is complimented by consultancy, implementation and training services for our customers and business partners.

Commercial in Confidence