



# iplicit

## Why Join the iplicit Channel Programme?



### Scale your own Business

Build a strong, predictable recurring revenue stream year-on-year by selling iplicit software, and increase your Professional Services revenue by implementing more systems, faster, year on year.

### Find New Customers

IPLICIT will help you grow your client base by providing customers with a scalable, dynamic system that will support their growth for years to come. IPLICIT will enable you to compete stronger in the marketplace and win new business.

### Retain Existing Customers

As your customers outgrow legacy on-premise or entry level cloud solutions, the jump to a full ERP may be too expensive and unnecessary. IPLICIT bridges the gap and provides your customers with a gateway to the cloud, and the foundation to scale their business for many years to come.

### Sell Leading-Edge Technology

With our multi award winning, enterprise level, true cloud finance solution your partners can increase efficiency, provide better business insights, and reduce month end close through powerful automation, dynamic reporting and rich functionality.



"I'd say we can now do at least 3.5 days of the old way of doing things in less than a single afternoon!"

Profiles Creative

# Programme Entitlements

iplicit support your growth by providing you with all the tools, resources, support and training you need to scale fast and provide exceptional service levels to your customers.

## Financial Benefits

New License Revenue/Margin	30%-40%
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Renewal Margin	20%-24%
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Internal use iplicit license	✓
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## Sales & Marketing Benefits

Dedicated Sales Support	✓
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Lead Registration	✓
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Use of iplicit logo	✓
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## Technical Benefits

Pre-Sales Consulting / demo support	✓
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Pre-Release training	✓
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Demo Accounts	✓
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Sandbox	✓
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Product Webinars	✓
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## Programme Requirements

Experience	Demonstrated sales & implementation experience with accounting and ERP
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Dedicated Staff	Minimum 1 salesperson and one pre-sales / implementation consultant
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Programme fees	Request a quote
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New Customer commitment per year (minimum)	Six
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