



North America Channel Partner Program Benefits



Sales Benefits

Low Cost of Sale, Ongoing Revenue Stream
Pre-built Connectors to Accounting and ERP products
Easy to Use, Fast to Install, On Demand Solution
Creates a High Margin Services Business

Marketing Benefits

Unique Way to Nurture Prospects and Gain Customers
Marketing Collateral & Literature
Partner Marketing Kit
Pre-developed Marketing Campaigns & Materials
Customer Video Testimonials & Success Stories

Enablement Benefits

Unlimited Free Training
Role-specific Training for Sales, Consultants, Developers
Personal Onboarding Support From the KPI Online Team

Product & Technical Benefits

Free Demonstration Software
Development System & Tools
Technical Support and Assistance

Minimum Authorization Requirements

Complete Partner Business Profile
Submit Initial Authorization Fee (Refundable)
1 Sales & 1 Consultant to Complete Training in First Month
Commit to Two Web Seminars in First 3 Months
Commit to Six New Customers in First 12 Months

Minimum Ongoing Requirements

Commit to One Web Seminar per Quarter
Commit to Six New Customers Every 12 Months
Train Additional Staff as Required to Support the Business
Provide One Customer Success Story Every 6 Months

Comments

Add a High Margin, High Profit Cash Stream
Quickly & Easily Pulls Data into KPI Online
Any Browser. Simply Connect and Use "Instant BI"
For Customer-specific or Vertical Solutions

Comments

Adds Revenue While Nurturing Your Prospect Base
Product Collateral, Partner & Product Logos
Everything You Need, "in a box" to Get Started
eMail Templates, Tele Scripts, Presentations
Powerful Customer Statements Support the Value

Comments

Train Your Entire Staff! Train Your Friends!
Online eLearning, Videos, Virtual Classes
Marketing, Sales, Pre-sales, & Technical Help

Comments

Hosted On KPI Online website
Powerful System to Drive Higher Services Margins
Both Pre-sales and for Ongoing Customer Support

Comments

Requires KPI Online Approval
After First 3 Customers Are Signed Within 6 Months
Online eLearning and Video Training
To Your Prospect and/or Customer Base
No Minimum Subscription Level (\$ amount)

Comments

To Your Prospect and/or Customer Base
No Minimum Subscription Level (\$ amount)
Online eLearning and Video Training
KPI Online Marketing Team Will Assist You



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About KPI Online

KPI Online is a global provider of online analytical services that offers BI Solutions through a Software-as-a-Service (SaaS) model providing an unprecedented combination of ease of use, value for Money and Enterprise-grade Business Intelligence on Demand. KPI Online runs on an integrated Enterprise Performance Management (EPM) Platform from BITAM, a global Business Intelligence provider with over ten years experience providing EPM solutions to Fortune 500 clients such as Coca Cola, Home Depot, Pfizer, Black and Decker and literally hundreds of Small and Medium Businesses (SMBs) in the Americas and Europe. Zero install, secure versions of these applications have been in use for several years and have now been built into a Software-as-a-Service platform that is truly unique in the market.