



## Become a Partner

Our future growth is underpinned by partnering with smart IT businesses who share our vision. We are continually seeking such businesses to join our partner program. We seek Partners throughout the world and with specialized industry skills.

### Countries

- ∞ Australia
- ∞ North America
- ∞ Asia
- ∞ New Zealand
- ∞ The Middle East
- ∞ South Africa
- ∞ UK, Europe

### Markets

- ∞ Finance, Banking
- ∞ Engineering/Construction.
- ∞ Utilities
- ∞ Project Management/Consulting
- ∞ Call Centres
- ∞ Environmental
- ∞ IT / Communications
- ∞ Healthcare
- ∞ Government

As a **partner** you will receive our undivided attention assuring that you are successful, after all, your success is our success. Our company is totally committed to implementing systems and processes that make it easy for you to immediately increase your revenue by doing business with us.

Further, the Weblogics suite of software solutions can operate and benefit any company of organisation in any environment anywhere in the English speaking world. You don't have to worry about 'localization', everything works from immediately so you only have to worry about which customers to target.

Our Partner Program offers a choice of different partnering arrangements to suit your company's specialities.

#### **Alliance Partner:**

Alliance Partners are companies that have industry knowledge in one or more areas where Weblogics products can be applied, but the company may not have the IT support capabilities to become a Value Added Reseller and does not wish to commit to this path. An Alliance Partner seeks opportunities to sell Weblogics through its own network and marketing, with Weblogics providing implementation, training and on-going support. The Alliance Partner is suitable to companies which have broad focus, such as consulting business and project managers. Alternatively you may be a potential VAR or Distributor, who becomes an Alliance Partner as a first step.

#### **Value Added Reseller (Australian and Overseas):**

A Value Added Reseller provides a combination of sales and professional services covering support and training, marketing and lead generation, in a country or defined territory. You will offer a full support package to clients in your country/territory, with Weblogics providing second level support, or in countries where distributors are active you may be supported by the local

distributor. Your rewards are higher than an Alliance Partner because you accept more responsibility, with commissions on sales and maintenance ongoing streams.

**Distributor (Australian and Overseas):**

A distributor focuses on distributing and supporting VARs within a defined country, region or territory. You will have at least one trained sales staff member per sales office. Your sales staff will be supported directly by Weblogics Partner manager. You will be assigned a sales quota, and be paid a commission for all sales made, including bonus commissions on exceeding your quota. You will be responsible for providing support in your territory, or assigning VARs who have such a capability.

**Partner Program** benefits include sales leads, web seminars, turn-key sales promotions (for VARs) and development support. The Weblogics partner extranet provides members immediate access to current sales tools and product information. You will be amazed by our commitment to your organisation. Our trainers and technical staff are ready to solve any problem. Our on-line training materials are world class. We take great pride in the proven stability of our software, its scalability, and ability to operate in any environment. You will also be able to influence the development enhancements of our products and be able to implement your clients with total confidence. If you are in any of the following territories and specialize in any of the markets listed please contact [jon.harris@weblogics.com.au](mailto:jon.harris@weblogics.com.au) .

Some of the benefits of being a Weblogics partner are outlined below.

- ∞ **Unlimited:** use of training media including on-line video training.
- ∞ **Access:** to partner portal and knowledge base system. Communicate with us and other partners, get access to latest tips, news on updates, answers to typical sales questions, etc.
- ∞ **Internet Accessible Demo site:** Many of our partners will want to use our demo site to demonstrate to their prospects - a demo-ready web site will be prepared to suit your market focus which can be used by you at any time.
- ∞ **Joint case study development:** We will work with you to develop and promote case studies that highlight the work you have done with Weblogics software.
- ∞ **Weblogics partner logo usage:** You will be able to promote our relationship through the use of Weblogics partner logos and other collateral.
- ∞ **Partner description:** on Weblogics Web site: To highlight our relationship, we will publish your logo and a description of your organization on our Web site.
- ∞ **Partner promotions :** We will work with you to promote specific partner content on our site so that you can profile your Weblogics work, solutions, news and marketing.
- ∞ **Annual users' conference:** You will be invited to attend the Weblogics Annual Partners Conference where you will have direct input and contact with Weblogics executive team, founder, and developers.

At Weblogics, we want to deliver the best partner program available and acknowledge no one knows your own market better than you. I and the Weblogics team look forward to working with so that we may grow and prosper, and fulfil our vision.

Jonathan Harris, Managing Director,  
[Jon.harris@weblogics.com.au](mailto:Jon.harris@weblogics.com.au)