

5 Reasons to join TeamSystem Partner Program



A solid partner for your business

- One of the most relevant software house in Europe
- 250.000 Customers
- 300 Euro million of Revenue
- 25 Euro million invested annually in product innovation
- 95% retention rate of our customers
- 15 years of growth in a row
- International outlook with H&F, one of the most experienced private equity investment firms headquartered in Silicon Valley



Over thirty years of experience in the Management Software market

Unique range of products and services offering for all size of enterprises and professionals

Exclusive digital and cloud solutions:

first in Italy to create a digital partner program for resellers



8 countries already served:

Spain, UK, Germany, Poland, Switzerland, Serbia, Italy and Denmark



Partner Program

The engagement model provides two different ways of partnership:

Software Partner



“All TeamSystem power in your hands”:

designed for Value Added Reseller, System Integrator and Software house with specific skills in software for enterprises and professionals.

Becoming a Software Partner, you can sell all TeamSystem international products.

Digital Affiliate



“Zero initial investment, Just start to be rewarded”:

for IT/Digital Companies and Accountants that want to offer new cloud/saas solutions self-delivered to new and existing customers.

Becoming a Digital Affiliate, you can sell all TeamSystem SaaS products.



How to attract the first customer

YES	Technical Induction	NO
YES	Presales Induction	NO
YES	Sales & Marketing Induction	YES



Marketing & Sales Support and Tools

YES	Qualified leads from International TS structure	YES
YES	Marketing funding to promote TeamSystem	YES
YES	Use of TeamSystem logo	YES
YES	Marketing Collaterals	YES
YES	Brochures	YES
YES	Free access to TeamSystem exhibitions and events	YES
YES	Banner	YES
YES	Market analysis	NO
YES	TS network newsletter	YES
YES	Partner Portal	YES



Rewards

YES	Economic Reward Scheme	YES
License: 30% on new customers activated		If you are an Accountant: 40% of 1st year subscription on new companies activated by new accountants brought in the network
Maintenance: 30% on 1st year, 15% on 2nd year, 7.5% on 3rd year		If you are a Company: 40% of 1st year subscription on new customers activated +15% of extra-reward if your accountants brought in the network or you activate at least 5 new customers per quarter
Subscription fee: 30% Special condition 40% on 1st year		
Royalty paid quarterly YES	Payment conditions	YES
YES	Partner visibility in TeamSystem network	NO
YES	TS reseller of the year	YES



TS University

YES	Video pills	YES
YES	Technical Training	NO
YES	Presales Training	NO
YES	Sales & Marketing Training	YES
YES	Free access to webinars with TS experts	YES
YES	Office hours with TS experts	NO



Partner Support

YES	High priority for Partner support	YES
YES	High priority for your customer support centrally	YES
YES	Support from TS experts on relevant Partner's lead	NO
YES	On-site assistance to start-up the first customer	NO
YES	Migration tool	YES



Requirements

Forfait special condition FREE	Enrollment fee	None
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Become a TeamSystem Software Partner

Become a TeamSystem Digital Partner