



Erideon Partnership Programme

1. Innovation Partners

Innovation Partner track engages independent software vendors (ISVs) and other partners who are looking to leverage on their expertise in vertical or horizontal markets and add or enhance software products in their portfolios.

Partner Advantage:

- Simple and rapid development reduces time to market and cost of production
- Functional agility through configuration instead of customisation creates product uniformity and decreases maintenance costs
- Visual and flexible design tools for workflows, forms and business rules allow easy addition of new features and enhancements in response to customer demands
- Hybrid platform provides instant capability to deliver over cloud, virtual infrastructure or physical servers
- Ability to stack multi-vendor solutions into one unifying system provides more complete solutions to clients, whilst allowing partners to remain focused on their area of expertise

Partnership Requirements:

- Programme enrolment at registered, certified or expert level
- Product certification at independent, compatible or optimised level
- Delivery of at least one (1) product in each renewal period for track continuity

2. Solution Partners

Solution Partner track supports system integrators, project companies and development partners who are looking to accelerate project development times, enhance deployment and system integration, and simplify ongoing maintenance and support.

Partner Advantage:

- Significant head-start in software projects reduces time and cost to delivery, with core functionality including design of processes, business rules, forms and decision points, as well as security, auditing, reporting and account management available out-of-the-box.
- Rapid reaction to changing customer requirements is now easy, with most deliverables achievable through configuration, not customisation.
- Off-the-shelf foundation combined with flexible design tools means "proven yet tailor-made" software is no longer a contradiction
- Ability to plug-in ready-made solutions allows creation of best-of-breed systems without being "forced" to develop in unrelated areas just to meet client requirements



- Portability of solutions means you can productise your project IP and easily resell into future projects and markets

Partnership Requirements:

- Programme enrolment at certified or expert level
- Product certification at independent, compatible or optimised level
- Delivery of at least two (2) projects in each renewal period for track continuity

3. Reseller Partners

Reseller Partner track provides opportunity for software distributors, sales organisations, SME-connected businesses and other partners to leverage on the growing library of ready-to-use solutions to offer simple or sophisticated line-of-business applications.

Partner Advantage:

- Pluggable, stackable solutions allow software distribution with app-store like simplicity
- Off-the-shelf solutions may be individualised by each client through designer tools and personal configurations
- Ability to combine, stack and augment solutions creates endless up-sale and cross-sale opportunities
- Range of available solutions is not limited by a single vendor, but becomes genuinely limitless thanks to the collective output from partners, experts and enthusiasts
- White-labelling options allow individualised store-fronts and differentiated marketing messages

Partnership Requirements:

- Programme enrolment at registered, certified or expert level
- Achievement of sales and growth targets in each renewal period for track continuity

4. Competency Partners

Competency Partner track enables organisations with proven expertise to share their domain knowledge in support of projects and on-demand service requirements by customers and other partners.

Partner Advantage:

- Domain expertise in InterAct development, vertical or horizontal consultancy, project management and other areas can be effectively adopted channelled through partner ecosystem to customers and other partners
- Competency certifications provide assurance of experience and expertise
- Global partners may provide expertise for worldwide projects, whilst local partners may offer specialised knowledge attuned to geographies or markets in which they operate.

Partnership Requirements:

- Programme enrolment at registered, certified or expert level
- Achievement of competency certification targets in each renewal period for track continuity