

Why Partner with Eventix?

- ▶ **First Class Solution Modules** Customers have business needs that drive their decision to buy a software solution. Each one of our modules is designed to match the need of a specific business process such as enrollment management, project management, or time and expense billing. In addition to meeting customer needs, we have designed our modules with partner customization in mind. Detailed product information, database schemas, and design ideas are just a part of what we provide you.
- ▶ **Product Margin** When you become an Eventix Business Partner, you will start earning margin on every sale of software and maintenance.
- ▶ **Eventix Rewards** You can earn Eventix Rewards Points for selling our product. These points can be redeemed for AAdvantage® Miles or Marriott® Rewards Points. See the Eventix Rewards program brochure for all the details.
- ▶ **Partner Sales Support** Customers want to buy products that are going to meet their needs. Drawing a line between their needs and a software product is one of your challenges. Our goal is to help you do that as quickly as possible. Our Channel Support employees are here to help you. We will work with you to learn the customer's needs and help you match their needs to our product's features. We also provide online web demonstrations to show your customer how our products can work for them.
- ▶ **Internal Use Licenses** We want you to use our products. When you join the Eventix Business Partner Program, you receive a limited number of internal use licenses. We do this because we want you to experience our product firsthand. What better way to sell it than to use it yourself and speak with firsthand experience?
- ▶ **Partner Lead Registration** When you find a prospect that has a need for our product, register them with us. By doing this, we commit to keeping you informed about activities that occur with your prospect. If they contact us directly, we will tell you what was discussed. If another Business Partner registers the same prospect, we will tell both of you about it.
- ▶ **Partner Project Review** After you have sold the project, we will provide you with a one-hour project review at no charge. Our goal is to make sure that nothing has been overlooked during your planning process. We don't want anyone's assumptions about our products to cause you problems during your implementation. Please take us up on our offer — at least until you have acquired some experience installing our solutions.
- ▶ **Ease of Deployment** We want you to deploy our products rapidly and successfully the first time and every time thereafter. Our documentation includes step-by-step instructions to make sure your installation goes smoothly. In fact, we even test our written instructions to make sure that we haven't left anything important out. It takes a lot of work to do this, but we feel it is critical to your success.
- ▶ **Documentation** Our documentation is in-depth. The installation instructions tell you what you need to know to complete the installation. Also included are tips and cautions that we think will be important to you. When you need to add fields or design reports, the database schema we have included will become very useful. We tell you what each field means. How it's used. And what defaults, if any, are required.
- ▶ **Product Support** We are here when you need us. Since we released our first product in 2000, our experience has been that partners installing our product have required very little support. If you find that you need support, call us!
- ▶ **Technical Bulletins** It is one thing to spend time troubleshooting a software problem that is not known. Doesn't it make you mad, though, when you find out that it is a "known problem" and it is buried in someone's support database? Our commitment to Eventix Business Partners is that once we identify a problem that we believe will impact one of your customers, we will tell you about the problem. These Technical Bulletins are only made available to current Eventix Business Partners.
- ▶ **Demonstration Database** A demonstration database with our products preinstalled is available for your use. As an Eventix Business Partner, you can create your own customized versions of the demonstration database.
- ▶ **PowerPoint Slides** If you are using the SalesLogix PowerPoint slides provided by Interact, you will be happy to know that we have a matching slide set featuring our products — same background, same color scheme. All you have to do is choose which of our slides you want to incorporate in your presentation.
- ▶ **Worldwide Partner Focus** No matter where in the world you are, we are here to help you make the sale. Our support staff in California has responsibility for partners in the Americas and the Asia Pacific regions. The team in the United Kingdom works with the European, Middle East, and African partners. It may be 11 p.m. in California, but our staff is still looking for your email requests. Count on us to respond.
- ▶ **Secured Partner Web Site** When you need the latest product information, marketing materials, technical bulletins, new reports and more, the place to go is the Eventix Business Partner Website.
- ▶ **Feature Requests – We Listen!** We think your time is very valuable. If you take the time to write an email to make a product suggestion, don't be surprised when we call you. We want to make sure that we understand your request and let you know that we have received it. Not only do we encourage your input, but we also take it seriously. We track product suggestions and use them to decide what to include in future releases.



Do More
with Eventix!