



SYSPRO[™]
Partner**UP**[™]

TOGETHER

Delivering Transformational Value

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SYSPRO, Simplified

1 Business System
Unlimited supply chain solutions

60+

Countries
Global footprint, local fit

98% Customer Retention
Providing a lifetime of value



Our Brand Promise

Simplifying Your Success

Our Vision

SYSPRO aims to become **globally recognized** for its **specialist ability** and determination to **simplify the core business process** of **Manufacturing** and **Distribution companies** through the provision of Solutions for our defined target markets.

We value the relationship over the transaction.

Phil Duff,
CEO SYSPRO



Why PartnerUP

with SYSPRO?

Are you looking for a leading ERP vendor for manufacturing and distribution that offers one of the most lucrative earning models in the industry? Join the SYSPRO PartnerUP program and reap the rewards.

The SYSPRO PartnerUP program is tangible proof of our commitment to simplifying your success. By working hand-in-glove with partners who share our vision and core values, we create an environment and ecosystem beneficial to your growth and profitability.

Besides a global team of manufacturing and distribution experts committed to ensuring both your, and your customers' success, with the SYSPRO PartnerUP program comes:



Lucrative Earnings
Model and **ongoing**
Revenue



Enabling
Innovation



Faster Return
on Investment for
Immediate Success



One of the
Highest Retention
rates in the industry



Experts in
Manufacturing
and Distribution



An **Award Winning**
Product

How SYSPRO Helps you **Stay Ahead of the Pack**

Tiered Earnings

Tiered earnings model that increases rewards based on achievement.

Sales Enablement

Sales education, tools and assets to enable and empower you.

Joint Marketing

Access to assets and collateral to support your sales and marketing initiatives.

Education

Access to SYSPRO's Learning Channel (SLC) to complete your training and certification when, and where you want to.

Enabling Implementation

Access to tools, education and methodologies to ensure successful implementations.

Enabling Support

Access to our Professional Services Teams, who work with you to deliver the right solutions to your customers.

Dedicated Partner Management

A dedicated account manager to enable and support you.

Recognition and Promotion

We recognize and promote our key partners on our platforms.

SYSPRO Software

Access to use certain Licensed Products for your own business.



Sales and Marketing **SUPPORT**

Sales

As a SYSPRO Sales Partner you will receive all the expertise, education, training, support, tactics and strategies you and your team need to ensure sales success.

Leveraging our proven sales methodologies will give your business a common process and language, along with proven criteria for allocating resources to deals with a higher propensity for closure.

SYSPRO's strategic selling approach will assist you with the following:

- Engaging with and securing approval from multiple decision makers
- Navigating the internal bureaucracy of customers and prospects
- Gaining insights into your prospects' business
- Gaining visibility of key sales opportunities
- Recommended allocation of resources for large sales deals
- Improving team collaboration to pursue strategic opportunities
- Forecasting revenue with greater accuracy
- Increasing close rates for opportunities with longer sales cycles

Marketing

Marketing plays an integral role in the success of any business. For you to succeed in an ever-more competitive landscape, you need every advantage over your competition that is available to you. At SYSPRO, we work closely with your marketing team to define strategies and target the industries, accounts and key stakeholders you wish to approach. Through this collaboration, your business will be poised to pursue and close the right deals.

To further enhance your marketing drive, SYSPRO makes available Co-Operative Funds (COF) to eligible Channel Partners to help differentiate and build channel awareness and preference for SYSPRO products and services.

Premium Sales Partners and Specialized Solutions Partners may request COF to support their sales and marketing initiatives. These funds are designed not only to reward the Partner but also to reinvest back into their business to increase revenue and maximize brand awareness.

SYSPRO's strategic marketing approach will assist you with the following:

- Finding the best channels to target new customers
- Providing assets that address existing and new prospects' challenges
- Digital marketing enablement
- Insights into key industry verticals in your region
- Insights into C-Suite decision makers' buying behavior

LEARN-IT-ALL

with SYSPRO

SYSPRO is committed to keeping you up-to-date, informed and equipped with the right knowledge and skills to effectively support your customers.

The SYSPRO Learning Channel (SLC) provides a complete understanding of the features, facilities and functionality available within the SYSPRO solution, and how to apply the product across all business environments. The ongoing training, education, and certification you receive through the SLC, will help you apply the SYSPRO solution expertly and confidently.

The SLC consists of an Open Learning Library, Self-paced Learning, Certification and Classroom Sessions in physical and virtual classrooms.

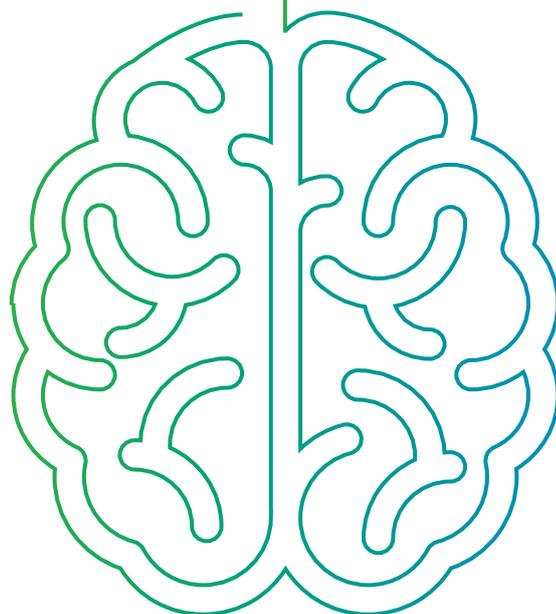
The Open Learning Library houses a vast collection of freely available educational content, including:

- Training guides covering SYSPRO modules, features, roles, processes, enhancements, and solutions
- Step-by-step 'how to' tutorials
- Feature demo videos
- Conceptual videos
- Recorded webinars
- Create your own content playlists, download files, and follow content which interests you

Self-paced Learning allows you to manage your learning requirements by following a structured learning path or focusing on specific areas where you need additional information. Stay up-to-date and informed on the latest SYSPRO features and functionality. Monitor your own progress and compare your progress with others on the leader boards.

Certifications are based on Partner Contact Roles and your grading (Premium or Registered). There are defined Learning Paths for Sales, Pre-Sales, ERP Implementation Consultants, Support Consultants and Project Managers. The PartnerUP registration will provide a multiple number of users with access to certifications based on your requirements.

End User SLC Plus membership content refers to having access to Self-paced Learning and End User Certification. SLC Plus members pay an annual subscription fee in order to access this content. End users can become part of a community where they can learn, share and obtain a globally recognized certification.



Why SYSPRO Enjoys a

98%

Customer Retention Rate

Rather than providing a one-size-fits-all solution, SYSPRO prides itself on simplifying the core business processes of its two specialized target sectors – manufacturing and distribution.

SYSPRO delivers transformational value by providing specialized experience in each of its key industries. By this we mean providing our partners with all the support, education and marketing tools they need to transform their customers' business for good.

What sets us even further apart is our specialization within key target industries:

Manufacturing

- Automotive Parts and Accessories
- Electronics
- Fabricated Metals
- Food and Beverage
- Industrial Machinery and Equipment
- Packaging
- Plastics and Rubber

Distribution

- Automotive Parts and Accessories
- Electronics
- Food and Beverage
- Industrial Machinery and Equipment
- Computers and Electronic Products

Why SYSPRO Customers Become Loyal Fans



Simplify
complexity



Expertise
we speak your language



Future Proof
your business

SYSPRO Sales Partner

ONBOARDING Journey

A process which fast-tracks you from registration to sales-enabled in no more than 90 days. This includes registration, confirmation, training and sales.



Implementation Methodology

A successful ERP implementation is the foundation on which customers can expand their business, launch new initiatives and improve existing operations to grow revenue and reduce costs. SYSPRO IDEAL provides this foundation with a scalable, structured Implementation Methodology:

- Uses our experience and knowledge of best practices for you and your Customer's benefit
- Provides visibility to and accountability of our activities and services
- Uses your and your customer's resources effectively
- Empowers your customer's employees to know and leverage the solution for their business
- Scales to meet the complexity or simplicity of the implementation needs and capabilities of your customer's business

Supporting the ongoing implementation processes are a number of project control and governance activities that ensure the project meets its defined objectives, remains on its scheduled track meets, within the defined scope and budget, and assists in ensuring that resources are being managed effectively.

 INITIATE	 DESIGN	 ENGINEER	 ACTUALIZE	 LEVERAGE
<ul style="list-style-type: none"> ■ Handover Meeting ■ Customer Start-up Meeting ■ Resource Identification ■ Scoping ■ Work Breakdown Structure ■ Project Planning ■ Infrastructure Assessment 	<ul style="list-style-type: none"> ■ Business/Process Review ■ Solutions Specification and Modeling ■ Gap Analysis and Resolution ■ Education Review 	<ul style="list-style-type: none"> ■ Hardware Infrastructure Readiness ■ Sample Data Creation ■ Solution Build ■ Solution Simulation ■ Test Script Creation ■ Data Migration Test ■ Acceptance Testing 	<ul style="list-style-type: none"> ■ End-user Training ■ Readiness Testing ■ Production Master Data Import ■ Go/No-Go Review ■ Balance Take-On ■ Balancing the System ■ Cutover to SYSPRO ■ Go-Live Support ■ First Month-End Support 	<ul style="list-style-type: none"> ■ Support Documentation ■ Support Handover ■ Account Management Handover ■ Project Close

What the **ANALYSTS & PARTNERS** Say

Analysts



SYSPRO's focus on practical applications of modern ERP technology illustrates its sustained commitment to delivering value to its existing customers, while its industry innovations make it a competitive choice for customers in need of a new ERP solution.

- *Nucleus Research Value Matrix, 2019*



SYSPRO—Smarter with more Mojo?

Over the last two years, SYSPRO has set in motion new programs, technology, and structural changes, working to establish a stronger product and presence in their sales channels. These bolder moves set a direction to a broader position in the ERP market.

Chain link - <http://www.clresearch.com/research/detail.cfm?guid=1797B41D-0286-D78B-7FF4-CE5195A3918F>



SYSPRO—A Trusted ERP Partner for Digital Transformation.

SYSPRO stands out from the pack not only because they provide a complete set of modern platform capabilities (IoT, social, mobile, AI, and cloud) to support a customer's journey in this period of digital disruption, but also because these capabilities have been thoroughly integrated into SYSPRO ERP.

- *Ted Rohm, TEC, July 6 2018*

<https://www3.technologyevaluation.com/research/article/syspro-a-trusted-erp-partner-for-digital-transformation.html>

Partners



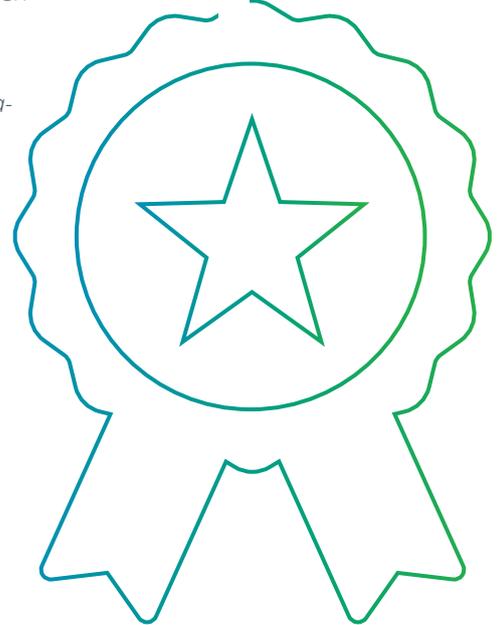
We have enjoyed a close relationship with SYSPRO for the past 30 years. We are excited about what the Partner Up program brings to the SYSPRO community and look forward to continuing our journey together.



We have been in partnership with SYSPRO for over 20 years and are looking forward to furthering our partnership for the next 20!



We partnered with SYSPRO because we wanted to be in business with a company that has the best possible growth potential.





syspro.com