

HansaWorld Partner Programs

For all levels of expertise



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HansaWorld is a multinational software developer specializing in Enterprise resource planning (ERP) and customer relationship management (CRM). With three decades of innovative experience, our software automates business processes for companies all over the world, provides the flexibility needed to succeed in today's dynamic professional environments, and provides cutting-edge business management solutions for a wide range of industries.

Expanding our network of partners internationally is an ongoing strategy. Through a strong network of strategically placed offices and distribution partners all over the world, HansaWorld offers system implementations internationally in over 30 languages.

The partnership development strategy is based on a mutually beneficial approach. Your company can increase profitability by closing more deals and entering new verticals, while establishing your business in new markets. Great number of business opportunities to take advantage of.

HansaWorld products are easy to use and available on all major platforms on most devices, operating with an on-premise server, in our cloud hosting environment, or a hybrid of the two.

HansaWorld has developed several different partner programs that provide a long list of benefits and flexibility to accommodate different business needs. Each of these programs offer competitive commissions and thorough training opportunities.

Our partner support structure provides both the motivation and knowledge for our partners to improve their performance and provide superior service to their client base.

White Label Partner

Suitable for companies that are experienced software distributors or looking for tailored industry solutions.

Benefits:

- Own price list
- Own marketing strategy
- Highest possible margin percentage
- Full control over functionality and localization
- Use of own sales network

Value Added Reseller

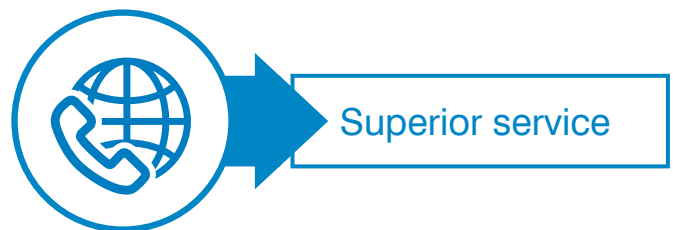
Suitable for IT companies or consulting houses ready to sell, implement and maintain business softwares.

Benefits:

- Access to ready to use marketing material
- Direct access to our resources

Referral Partner

Suitable for any company in IT, service or consulting, wanting to complement what they are offering to their customers with ERP system, but do not have resources to focus on selling or implementation.



Channel Recruitment Partner

Are you a company in a region HansaWorld does not yet have representation in? Do you want to help to take HansaWorld's software to your region? Do you have lots of contacts amongst IT and consulting companies? If yes, then this program could be right for your business.

Integration Partner

Do you have software or hardware that you believe will complement our ERP software? We are always ready to widen our offering to our customer base and happy to co-operate with other developers to give an added value to theirs. Let's discuss and see what can mutually beneficial for both.

Service Partner

Are you currently providing hosting and/or other cloud solutions to your customers? Do you have a group of trained consultants and are looking for more clients? Do you want to add another ERP software to your product list or replace a current ERP software product? If yes, then this program is probably right for your business.

What do we offer?

Product

A complete solution for mid-sized companies to integrate and automate business functions.

Competitive pricing on subscription based model.

Standard ERP is available on IBM Cloud servers, technology built to provide the highest performing and best-in-class cloud infrastructure available.

Standard ERP requires only one or two implementation consultants, instead of the industry norm of three to five. HansaWorld, or an existing, experienced partner, will assist and support your first few implementations.

HansaWorld products are built with a proprietary code allowing them to be customizable. Today all products are available on all major platforms. This provides partners the opportunity to open new markets not previously available to them.

Standard ERP is one of a few solutions catering to companies with multiple organizations and business types, and companies operating in multiple countries.

Our business management system reduces the cost of interfacing and allows for the consolidation of IT functions and departments to a single supplier.

Company

With leading cloud technology, full integration and faster implementation, partners have the ability to close more deals and increase their profit margin.

Partners can manage their service relationships with clients, from implementation and customizations to service level agreements (SLA), hosting and other related services. The cost of support can significantly decrease with the ability to provide services to customers remotely.

Partners are given the opportunity to build unique verticals that are integrated with other parts of the software, then reused and shared with global partners as a part of their business.

Our competitive commissions exceeds the market average.

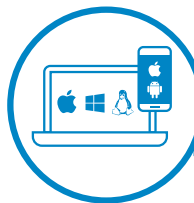
HansaWorld's flexible training program is available without a fee to all partners online, on-site, or at HansaWorld locations.

We work closely with all of our partners and encourage product growth. Partners have direct access to a local Product Manager with occasional direct access to our top development resources at international level.

Customers have access to our online forums, manuals, video tutorial library and FAQs, reducing the support required from partners.



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