



## Partner Program

Helping you grow your business, and your customers'

Expand your mind... your reach... and your business. Unlock the benefits of the Accredo Business Partner Program, including expert support, on-line and personal training, joint marketing opportunities and a business partnership that will grow with your company.

Accredo has built its program to work for your company, not us. Your success means our success.

Let's grow together.

### So why become a partner?

Accredo's business has been built around our relationship with our partner's. . Accredo sells its software exclusively through its business partners and will NEVER compete with them.

Accredo has over 80 resellers representing the software around Australia and New Zealand, many of whom have been loyal to the company since the firm began.

Accredo improves business flexibility because the software can be tailored to better match the specific business processes of each customer. Accredo resellers help customers run their business the way they want to and enable them to maximize their growth opportunities.

### Taking care of business

Accredo is proven accounting and business management software, purpose designed for growing New Zealand and Australian companies.

The key difference between Accredo and competing business software packages is Accredo's over 30 year history of caring for its customers. An amazing 50% of Accredo customers have been using the software for more than 12 years – upgrading at their own pace, according to their own business needs.

## Partner program benefits

As an Accreddo partner you have access to NFR (Not for resale) software, online and in-person training, support, joint marketing opportunities and much, much more.

	Partner	Silver	Gold	Diamond
Membership partner program *	✓	✓	✓	✓
Dealer own use software	✓	✓	✓	✓
Online and in-person training program	✓	✓	✓	✓
Incentives and campaign that drive sale	✓	✓	✓	✓
Product documentation and developer support	✓	✓	✓	✓
Access to available sales and marketing programs	✓	✓	✓	✓
Access to Accreddo support program	✓	✓	✓	✓
Dedicated account manager	✓	✓	✓	✓
Commission on update subscriptions renewals **		✓	✓	✓
One free QSP refresher course each year		✓	✓	✓
Joint marketing opportunities via coop funds***		✓	✓	✓
Eligibility to access Marketing Development funds			✓	✓
Commission (update subscriptions) **		25%	25%	25%
Wholesale	30%	35%	41%	45%
Marketing Coop Funds (% of sales)***			2%	4%

\* Partner program figures are based on Accreddo financial year June 1<sup>st</sup> to 31<sup>st</sup> May.

\*\* Update subscription commission qualification – Commissions will be paid on all subscription for the first 12 months. To qualify for commissions on update subscriptions renewals beyond the 1<sup>st</sup> year, you must maintain a QSP on staff and qualify for either the Silver, Gold or Diamond partner program.

\*\*\* Partners can claim up to 50% of the cost of advertising and promotional activities, not exceeding the amount available in your CO-op fund.

For more information contact us on 1800 233 916

