



analytiq[®]

IQ Partner Program

Centiq empowers customers to quickly and easily take advantage of SAP HANA. Combining unrivalled expertise, along with a specialist partner network, Centiq can deliver real-world results and rapid time-to-value.



Centiq's iQ Partner Program for SAP solutions consultants, VAR's and SI's is the industry's most unique opportunity for collaboration.

An authorised Centiq iQ Partner earns a referral fee for each unique and approved opportunity registered that subsequently converts into a completed sale. Centiq iQ Partners help our mutual customers and prospects make more efficient, better-informed decisions for the most appropriate SAP solution that best meets their needs. Centiq recognise the complex and varied nature of the engagements and so iQ Partners can provide consultative services, SAP licensing or simply help navigate the project – not always needing to be involved in the selling.

iQ Partner referral fees are calculated as a percentage of the total contract value of the Centiq products and services (including Centiq's specialist support and managed services) that are included in an initial sale to a new end user customer. An escalating scale of fees is accessible depending on the level of involvement in the sale. For SAP partners looking to successfully deliver collaborative SAP HANA solutions, the iQ Program offers significant financial recognition without the heavy investment in technology, personnel and operating expenses normally associated with this type of sale.

The iQ Program is intended for all individuals, consulting services teams, integrators and resellers who want to maximise the value and success of SAP based engagements without unnecessary risk or cost.

Centiq's iQ Partners are rewarded for:

- **Understanding the decision makers, decision paths, timings and dynamics of the opportunity**
- **Providing end users with exceptional value by helping them document their project success criteria and priorities**
- **Collaborating with multiple parties to deliver seamless and successful SAP HANA deployments**



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For more information
please call:

0115 951 9666

Or e-mail:

info@centiq.co.uk

Alternatively visit:

www.centiq.co.uk



IBM Business
Partner Award
2012
Beacon Winner



IBM Business
Partner Award
2013
Beacon Winner

Level 1 – Referrer – 3%

- Locates and researches business leads
- Documents preliminary business objectives
- Identifies key decision makers, needs and pain points
- Gathers basic opportunity intelligence
- Provides cold customer introduction

Level 2 – Developer – 5%

As above plus:

- Provides warm customer introduction
- Offers selling assistance to Centiq
- Assists in the overall design of the customer solution and co-ordinates the proposal
- Participates in capture and / or transaction of order

Level 3 – Co-Seller – 7%

As above plus:

- Provides advanced in-depth assessment of customer requirements (ie. Discovery Workshop)
- Provides co-selling assistance to Centiq
- Adds unique solution and / or services to overall proposal

The above are based on closed sales resulting from an accepted opportunity by Centiq Ltd

For details and an in-depth view of the value and advantages of this exciting program, simply contact us in any of the following ways:

e: gpritchard@centiq.co.uk

t: 0115 951 9666



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