

The Esker Certified Partner/VAR Program is designed to provide all the tools, resources and training you will need to be successful in selling Esker DeliveryWare Solutions. Esker Certified Partners can market, sell, and train potential users of Esker DeliveryWare. By eliminating manual paper processes with Esker DeliveryWare, your customers can save as much as 90% on their document delivery costs. Best of all, the Esker Certified Partner Program lets you tap into the lucrative market of document process automation.

Who are Esker Certified Partners?

Esker Certified Partners sell products and services as a part of an overall solution to their end users, or bundle multiple products with their own services to build a total solution — adding value through customization, installation, and configuration.

An Esker Certified Partner must be an established business, with an acceptable credit rating, and currently engaged in reselling business and/or technology solutions. Your status and program benefits as an Esker Certified Partner are conditional on payment of the annual certification fee, as well as ongoing participation in Esker's sales and technical training. Business reviews will be held as checkpoints for every Esker Certified Partner throughout the contract year.

How to get started

To join the Esker Certified Partner Program, contact an Esker Channel Manager to request an application, or americachannelsales@Esker.com

Once you have signed on as an Esker Certified Partner and your contract is complete, we will contact you to discuss the next steps.

	Silver	Gold	Platinum
ANNUAL REVENUE COMMITMENT	None	> \$ 250K	> \$500K
TRAINING			
Invite to Annual Partner Event	Yes	Yes	1 – Free
Technical certification from Esker Professional Services team	Yes	Yes	Yes
Sales training	Yes	Yes	Yes
SALES TRAINING			
Dedicated Esker channel manager	Limited	Yes	Yes
Pre-sales help from territory manager or Esker sales engineer	Yes	Yes	Yes
Receive sales tool kits	Limited	Yes	Yes
Monthly Esker newsletter	Yes	Yes	Yes
Ability to receive annual award	No	No	Yes
Eligible for Esker incentive programs	Yes	Yes	Yes
MARKETING SUPPORT			
Use of Esker Certified Partner Program logo	Yes	Yes	Yes
Case Study Participation	No	Yes	Yes
Receive marketing tool kits and product presentations	Yes	Yes	Yes
Platinum MKT. benefits	No	No	Yes
Tradeshaw assistance	No	No	Yes
Co-op marketing funds*	N/A	1%	1%
TECHNICAL BENEFITS			
Option to provide Level 1 tech support or have Esker provide direct	Yes	Yes	Yes
Option to renew Esker Pro plans directly or have Esker renew direct must be level 1 technical certified	Yes	Yes	Yes
Free technical support	Yes	Yes	Yes
Access to Beta and pre-release software	Yes	Yes	Yes
Access to 24/7 Support	No	Limited	Yes
Access to NFR (not for resale) copies and upgrades	Limited	Yes	Yes

*Co-op marketing funds are based on the Partner's actual net product revenue

© 2005 Esker S.A. All rights reserved. Esker, and the Esker Logo, and Esker Pro are registered trademarks or service marks of Esker S.A. in the U.S. and other countries. All other trademarks are the property of their respective owners.
DS_CertifiedPartner_Details_050929_B13



For more information

Americas ■ www.esker.com

Australia ■ www.esker.com.au

France ■ www.esker.fr

Germany ■ www.esker.de

Italy ■ www.esker.it

Singapore ■ www.esker.com.sg

Spain ■ www.esker.es

United Kingdom ■ www.esker.co.uk