

# STRIDE SAP PROGRAM

## INTRODUCTION

RyteGate Technologies is a company well known for delivering ground-breaking civil engineering and information technology solutions locally and on the global stage sometimes in partnership with technology heavyweights such as Microsoft, Yahoo, Google, etc.

We are well-known as innovators, maintaining a market-leading position with the continued development of tailored and cutting-edge IT solutions capable of meeting a wide variety of needs from our clients such as American Express, Travelocity, and Microsoft Networks, etc. Our products and services are specifically designed to provide security, efficiency, and peace of mind to our customers at an affordable rate without compromising quality.



## WHAT IS STRATEGIC ALLIANCE PROGRAM?

The Strategic Alliance Program, also sometimes referred to as the Partner Program is the foundation of the relationship between you and RyteGate. We view our partners as an extension of our organization, playing a critical role in our marketing strategy and client support activities. Our partners provide information that helps us gain better insight into client expectations. We in turn use that information to identify areas that need improvement and make changes where necessary. Our goal is to offer a program that is streamlined to deliver to our partners the necessary resources and assistance to grow their business around Stride ERP's suite of products.

The Partner Network helps your company benefit from market-leading solutions combined with award-winning programs designed to enable, distinguish, and reward you. Your company gains exclusive access to resources that will drive business growth, create new opportunities, and increase profitability.

# PROGRAM STRUCTURE

We understand that the requirements of all partners are not the same and have designed a program comprised of two tiers, Silver and Gold, that provide partners with rewards and benefits based on participation, accreditation, geographic coverage, and revenue generated. Our comprehensive marketing tools will give your company the competitive advantage needed to stand out from the competition.

Our focus goes beyond the bottom line. As a partner, you are integral to our business and when you grow, we grow along with you.



## Silver Program

All partners start at this tier. The Silver tier provides our partners with all the tools, training, support, and resources needed to achieve success in their chosen country/region, with minimal sign-up requirements. As a Silver partner, we provide customer support for your referrals, so you spend less time with administration, and more time building your business. Our managed risk pool allows you to offer competitive, well-respected products to your clients. With RyteGate, you'll have the information you need when and where you need it -and you'll be free to build your business day or night.

## What You Get

- 🎯 Complimentary Stride ERP license
- 🎯 Access to our sandbox environment for training, research, and presentations
- 🎯 Highly discounted product and subscription rates. Up to 30% off all Stride product licenses
- 🎯 Provision of marketing materials: e-flyers, brand storytelling videos, and articles
- 🎯 Souvenirs & Freebies.

## Your Responsibilities

- Sales & marketing of our solution Stride ERP using various channels: online and offline
- Handling of sales demos & presentations for your prospects
- Active participation in all our corporate partner events.



## Gold Program

Our Gold Partner Program tier is for partners who are prepared to take the next major leap and investment in becoming fully technically certified and/or sales accredited partners. Minimum entrance criteria for this program type include a physical office location, professional certification in their area of expertise, must have a minimum of 10 clients in their portfolio to qualify, must add a minimum of 10 new clients to their portfolio annually. Our Gold partner tier provides partners with additional rewards and incentives as listed below:



### Other Revenue Opportunities

- Our Gold partners are paid to provide training and change management services to our clients in their region if the need arises.
- Residual Income - Earn 10% of client subscription renewal fees.
- We connect you with our clients that need professional services in your area of expertise.

### What You Get

- 🎯 Product training through the Stride Academy.
- 🎯 Access to our sandbox environment for training, research, and presentations.
- 🎯 One additional complimentary Stride ERP license annually to help you attract more business to your organization.
- 🎯 Highly discounted product and subscription rates. Up to 50% off all Stride product licenses.
- 🎯 Provision of marketing materials: e-fliers, brand storytelling videos, and articles.
- 🎯 Access to our lead referral program.
- 🎯 Complimentary features in our ads and awareness campaigns.
- 🎯 Gain international exposure - Our partners can be called in as guest speakers and facilitators in our webinars and other corporate events.
- 🎯 Souvenirs & Freebies.

### Your Responsibilities

- Handling of sales demos & presentations for prospects
- Customer engagement & account management
- Active participation in all our corporate partner events.
- Sales & marketing of our solution Stride ERP using various channels: online and offline
- Provide first level support to clients that you onboard

# THANK YOU!

Thanks for choosing to partner with us, we are glad to have you as part of the Stride family and we hope for a mutually beneficial business relationship.

