



IN4VELOCITY PARTNER PROGRAM GUIDE

An opportunity to grow together

WHY PARTNER WITH US

Over the years, In4Velocity has grown consistently to reach industry leadership by delivering best in class software solutions like In4Suite® to solve our customers' toughest problems.

In4Velocity started in 2004, with the goal of solving the problem of unified information access for **Real Estate Developers and Contractors**. Along the way we have won many accolades like the

'Real Estate ERP of the year 2019' at Realty+ awards. We are proud of the distinction of being one of the most awarded Proptech companies.

"We aim to grow and become the de-facto platform for real estate developers and construction players globally"

Being well established in 10+ countries across APAC and MENA with more than 400+ happy clients, we firmly believe having great partners is key to our global expansion strategy.

In return, we present our partners with an exciting Global Partnership Program that enables mutual growth and increase in revenue.

We offer our partners:

- A channel business model focused on enabling partners help customers realize value and returns on their technology investment.
- An established and trusted brand in the Proptech space.
- A vastly superior real estate and construction management solution.
- Best in industry, performance based incentives
- A partner program that empowers and recognizes partners for their contributions



In4Velocity offers three partner models that enable you to differentiate, accelerate and transform your business rapidly.

Value Added Reseller (VAR)

As Value Added Reseller (VAR), you gain the ability to resell, consult, support and offer training services for In4Suite®. The program provides everything you need to differentiate and add a competitive edge to your current business. We provide complete training at Sales and Pre-Sales levels. As client base and revenue generation grow, partners can appoint qualified Pre-Sales, Consultant and First Level Support resources.

HOW WE PARTNER

System Integrator (SI)

As an System Integrator you gain the ability to resell, implement and provide first line support for In4Suite®. At this level you become a one-stop shop for In4Suite® sales, implementation and support in your territory.

Referral Partner

The partner program is ideal for any company that understands and works with Real Estate/Construction/Leasing & Facilities management organisations. The partners have the ability to pass opportunities to In4Velocity and upon closure receive a compensation fee out of the net revenue.



PARTNER LEVELS & BENEFITS

Silver Partner

Silver is the entry-level tier in the program which includes local system integrators and value added resellers having access to the target market.



Gold Partner

Gold partner is the next tier to generate a higher revenue with a bigger client base. The partner makes optimal use of resources to increase the product's market presence.



Platinum Partner

Platinum is the highest tier in the program and includes global system integrators and value added resellers who have invested significantly in developing their overall expertise with respect to all In4Suite® modules.



	Silver	Gold	Platinum
Enablement			
Sales Enablement and Training	✓	✓	✓
Technical Training and Onboarding	✓	✓	✓
RFP Proposal Support	✓	✓	✓
In4Suite® Partner Portal	✓	✓	✓
Starter Kit	✓	✓	✓
Marketing			
Newsletter (Quarterly)	✓	✓	✓
Website Listing	✓	✓	✓
Demo Login		✓	✓
Marketing (Social Media, co-marketing activities)			✓
Event Sponsorship			✓

The prospective partner must ideally fulfil one or more of the following requirements:

- Access to the target audience (Real estate Developers, Contractors, Leasing and Facility Management firms).
- Experience in selling complimentary technology products and solutions to the target verticals would be very advantageous (Leasing and FM solutions, project management, BIM, CAD for construction, Accounting software like Tally etc).

PARTNER ELIGIBILITY

- Existing ERP resellers having contacts in and willing to explore the target verticals.
- 3-5 years in business operations with a sizeable customer base.
- Sufficient in-house expertise for project implementation, consultation and support.

CONTACT US



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To apply for partnership, go to <https://www.in4velocity.com/partners/apply.html>
or email us at partnerships@in4velocity.com

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