

Exact Macola

JOIN THE EXACT MACOLA UNITY PARTNER PROGRAM

SEIZE YOUR OPPORTUNITY FOR GROWTH AS AN EXACT SOLUTION PROVIDER

Exact Macola provides software solutions to help small and medium-sized manufacturers and distributors be more efficient, more productive, and have greater insight into their businesses. Our flagship product, Exact Macola 10, offers business and enterprise resource planning (ERP) software aimed at helping organizations better understand, plan, and deliver for their customers while increasing the speed, accuracy, and reliability of business operations. While most of our competitors charge extra for every add-on module, we offer an impressive suite of functionality including accounting, manufacturing, distribution, CRM, HRM, work-flows, automation, document management, and mobile support – all for a budget-friendly price.

The Exact Macola Unity Partner Program serves as the foundation for Exact to work with its solution providers in a consistent, predictable and reliable way – supporting the Exact objective of having the majority of our business be channel-driven. The program is designed to support solution providers with the necessary marketing, selling and support tools for Exact's business solutions for small and medium-sized manufacturers and distributors. We help our solution providers increase customer satisfaction, drive incremental revenue, and maximize profitability. Exact solution providers are an integral part of our business and represent a network of valuable expertise that – when combined with the Exact team and industry-recognized software – delivers impactful results for companies across the Americas.

EXACT MACOLA UNITY PARTNER PROGRAM

YOUR CHOICE • YOUR REWARDS

= exact

GOLD PARTNER

= exact

SILVER PARTNER

= exact

REFERRAL PARTNER

Why Partner with Exact?

PROFITABILITY: With a proven solution, a straight forward program and industry-leading margins and commissions, you can achieve maximum profitability with ease! Exact empowers you to deliver cost-effective solutions with attractive licensing costs, meaning customers have more budget for service delivery. Profitability inflates with opportunities to profit from maintenance and support renewals, and additional margin on third-party complementary software.

STABILITY: Exact has continued to make investments in our technology for more than 40 years and many of our customers have been with us for decades, which means continuous opportunities for you to enable customers to grow their business in a variety of ways, including: additional Exact license sales, complementary technology solutions, custom built solutions, and consulting services. This lifetime value that each customer brings contributes to the stability of your business.

QUALITY SUPPORT: We are here to help! We have close to 325 years of combined support experience on staff, with an average of 12 years of customer support experience per technician. Results of a 2014 customer survey established an overall customer support rating of a near perfect score: 9.03 on a scale of 1 – 10!

TRUSTED ADVISORS: By demonstrating to customers how they can slash costs while increasing productivity and efficiency, our solution providers quickly become trusted advisors. Gaining trust and guiding customers on how best to reinvest those savings to better meet key business requirements, is an integral role of our program.

As an Exact solution provider, you differentiate yourself with highly competitive offerings that provide high value ERP capabilities to your customers at an affordable entry point. You engage with customers early in projects and prolong your involvement with critical assistance as they scale and expand their environment over time. The Exact Macola Unity Partner Program is designed to enhance your value to both current and potential customers - while providing you with the key benefits you need to expand your business in a growing, lucrative market. Join the team today!

EXACT MACOLA UNITY PARTNER PROGRAM TIERS AND BENEFITS

Our solution providers are broken into two tiers, Gold and Silver. You can quickly see the benefits of both tiers below.

EXACT MACOLA UNITY PARTNER PROGRAM BENEFITS	GOLD	SILVER
BASE PROGRAM BENEFITS		
Executive Sponsorship	•	
Standard Program Margin (based on tier)	•	•
Named Partner Account Manager	•	
SALES		
Qualified Lead Sharing	•	
Deal Registration	•	
Incentives and Promotions	•	•
Sales Tools: Quoting, Pricing, Proposal	•	•
Account Mapping Sessions	•	
Not For Resale (NFR) Licenses for Demos	•	•
MARKETING		
Partner Portal Access	•	•
Marketing Plan Development	•	
Market Development Funds (MDF)	•	
Marketing Kit: Collateral, Presentations, Scripts (call / email), etc.	•	•
Partner Program Identification: Logo, Insignia Badge, Plaque, etc.	•	•
Website Presence: Directory Locator	•	•
Website Presence: Logo and Company Description with hotlink	•	
Joint Marketing Programs	•	
Joint Customer Success / Case Study Development	•	•
Press Release Participation / Support	•	•
Partner Communications	•	•
Participation in Annual Exact Customer and Partner Events	2 Free Passes	1 Free Pass
TRAINING AND ENABLEMENT		
Web-based Sales Training	•	•
Web-based Technical Training	•	•
Virtual Instructor-led Sales Training	•	•
Virtual Instructor-led Technical Training	•	•
Instructor-led On-site Sales Training	•	
Instructor-led On-site Technical Training	•	
Shadowed Post-sales Engagements	•	
Access to Product Pre-release and Launch Information (beta)	•	
SUPPORT		
Technical Call-in Phone Support	Enhanced	Limited
Knowledge Database	•	•
ADDITIONAL BENEFITS		
Commission on Enterprise Maintenance Renewals	•	•
Commission on Exact Professional Services (applies to solution provider end user account)	•	•
Exact Software Licenses (NFR licenses for internal testing)	•	•
Referral Commission	•	•

DIRECT IMPACT ON YOUR SUCCESS

Exact offers benefits that directly impact your success:

- Generous margins maximize your potential on every deal
- Deal registration rewards and protects deals you identify
- Public relations promotes your customer successes
- Joint go-to-market programs for targeted lead generation
- Training enhances your status as “trusted advisor” on ERP / CRM projects
- Opportunities can be leveraged to generate services revenue

Interested in learning more about becoming an Exact Macola solution provider?

Web Link:
Click link below and submit partner inquiry:
<http://www.exactmacola.com/our-partners/partner-with-exact-macola>

Email Contact:
mgs-sales@exact.com

“I’m thrilled with the aggressive partnering approach I’ve seen under the new leadership at Exact Macola. The organization is investing not only in new product development for Exact Macola but also in partner development, and it’s a win-win for both partners and customers alike.” — Mike Oswald, President and CEO