



## BENEFITS OF BECOMING A FILEVISION RESELLER PARTNER

### Quick Start Reseller Program

FileVision offers a Quick-Start Reseller Program which is your roadmap to success. Our simple and easy program will help you identify existing customer problems and demonstrate how the FileVision solution can help solve those problems. FileVision can help you make more money selling into your existing customer base AND win new business.

### FileVision Overview

FileVision is a new type of affordable office productivity software, Information Relationship Management. FileVision fits the needs of any organization, whatever the size. Small and medium-sized businesses and enterprise companies alike make use of the FileVision document management software, document imaging, workflow software and relationship management technology. FileVision is the ultimate office productivity tool, designed suitably and priced right for any business.

FileVision is dedicated to building a strong channel of highly-trained and qualified partners. As a result, we are looking to form partnerships with select companies who share our vision for technical and service excellence. Our Quick-Start Reseller Program provides each partner with the tools, knowledge, training and support needed to succeed in not only selling the FileVision solution but in offering clients additional services such as network integration, business process consulting and vertical industry expertise.



**Become an Authorized Reseller and receive a FREE 2-User License of FileVision for Resale.**

### FileVision Software or Hosted Solution

In addition to selling FileVision software, we offer affordable and full-featured Information Relationship Management software as a Hosted solution on a subscription basis. The FileVision Rapid Deploy Hosted solution is currently available for Case Management and Physical Therapy customers. Additional industry-specific Hosted solutions can be easily made available as well. Twelve (12) and twenty-four (24) month contract terms give users flexibility and minimize expenses and risks incurred across application life cycles.

### FileVision Resellers can expect the following contributions from FileVision:

- A proven, Quick-Start Reseller Program that is your roadmap to successfully selling the FileVision solution.
- An absolute dedication to our reseller channel. We have a policy not to sell FileVision software direct to end-users unless we do not have a Reseller in the area.
- A discount starting at 30% and extending to 40% based on certain benchmarks.
- A Web-based partner resource center. Includes an FAQ and other knowledge management information along with FileVision marketing collateral including brochures, technical overview, features brochure, case studies, assessment guides, sales process guide, and various other sales tools to help you get started quickly.

## FREE SOFTWARE

### Reseller Client Demo Software

The FileVision demonstration software is pre-loaded with data and documents for client demonstrations. We also provide a demo script to enable you to start giving demonstrations right away. Almost all of the software features are enabled and it is completely configurable. The demo is a non-production, not for resale version which can be loaded on multiple computers.

### Reseller In-House System

FileVision will also provide you a fully-functional, 2-user license of the FileVision system deemed not for resale. This software is to be used in-house so your organization can enjoy the many benefits of our system. Additional users may be purchased at your current discount rate.

### FREE 2-User License for Resale

Once you have completed the FileVision Reseller Application process and attended Training, you will also **receive a free 2-user License of FileVision for Resale.**

## FILEVISION PARTNERSHIP LEVELS

FileVision recognizes that each VAR is a unique business looking to achieve different goals by offering different services. With this in mind, FileVision has designed a program that can accommodate all interested parties at a level they feel comfortable. The FileVision Quick-Start Reseller Program offers benefits based on levels of participation and performance.

### Sales Agent

The FileVision Sales Agent can offer qualified leads to FileVision and receive a commission once the contract is finalized. Sales Agents must complete a lead form to register prospects for marketing fulfillment purposes and to qualify for commission. In addition, a FileVision Sales Agent can choose to manage the entire FileVision sales cycle in return for a commission once the contract is finalized. The entire sales cycle includes prospecting, demonstrating and closing the sale. The FileVision Agent will receive sales training and demonstration software to aid in the sales process.

### Level 1 - FileVision Certified Partner

The FileVision Certified Partner is interested in marketing FileVision as part of a solution to prospective and existing clients. This solution may include other services the partner currently offers. The FileVision Certified Partner is required to complete the FileVision Partner Application and to actively participate in at least one FileVision implementation with a FileVision Implementation Specialist. Certified Partners are required to complete FileVision User/Technical Training and must be able to conduct remote and on-site sales demonstrations of FileVision. FileVision Certified Partners will project annual sales targets that will be reviewed in a team effort, by FileVision and the Partner. During this period all sales and marketing activities for the previous twelve months will be reviewed and a future plan developed. Achieving the established annual sales targets will increase the sliding scale discounts offered on FileVision software license fees.

### Level 2 - FileVision Professional Partner

In addition to meeting all of the same standards as the FileVision Certified Partner, the FileVision ProPartner must exceed the first sales goal target set as a Certified Partner. The FileVision ProPartner will offer front line support and end-user training to their clients and the clients of other Certified Partners. FileVision ProPartners will project annual sales targets that will be reviewed in a team effort, by FileVision and the Partner. During this period all sales and marketing activities for the previous twelve months will be reviewed and a future plan developed. Achieving the established annual sales targets will increase the sliding scale discount offered on FileVision software license fees.

### About FileVision

FileVision is a global software company headquartered in Atlanta, GA with offices in the UK, Australia and New Zealand. Government, healthcare and financial services organizations worldwide rely on our technology to help them improve productivity, enhance customer service and immediately access information and relationships within data.

### Mission Statement

At FileVision we understand the value of relationships and how they can be used to achieve a company's strategic and financial goals. We are committed to our customer's achievement of a relationship driven approach to business. Our mission is to become the leading provider of information relationship management solutions and to help our customers make the most of the relationship capital they possess.

### Key Company Goals

To grow our Reseller channel and achieve 100% customer satisfaction. We will maintain the highest level of honesty and integrity. Our products and services will be recognized as the best in the industry. We will exceed the expectations of every one of our customers. To insure the long term success of FileVision, we will anticipate and adapt to changes in the marketplace. We will continue to create applications that will increase the efficiency and profitability of our customers. We will operate the company in a manner that will provide flexible options that enhance our ability to grow.

**To learn more about becoming a FileVision Reseller or to receive an application, send an email to [partners@filevision.com](mailto:partners@filevision.com) or phone 770-551-1400.**



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