

ACCESS GOVERNANCE CHANNEL PARTNER PROGRAMME

Access Governance is working hard to provide your firm with the best solutions to present and implement for your prospective customers. Access Governance's mission is to provide a suite of exceptional software solutions to businesses in Australia and throughout the Asia Pacific region. Stable solutions that are new to the region, initially from the USA and Europe, with a focus on Identity and Access Management, Governance and Cloud Security for on-premise, cloud, mobile and social media environments.

THE ACCESS GOVERNANCE CHANNEL PARTNER PROGRAMME

In today's IT environment, a single software provider is often unable to deliver all of a customer's business requirements. This is why Access Governance was formed. Our Principal Partner Programme is building a cohort of partnerships with specialist software vendors to provide a selection of niche software products and services that can be bundled to provide a complex solution, or sold separately to meet an individual need.

We are dedicated to bringing the best in Identity Management solutions to customers in the Asia Pacific Region and to providing the best in service and support. To do this we are committed to the success of our partners, both Principals and Channels with the aim of growing our channels, and therefore our Principal's business.

It is through Access Governance's Channel Partner Programme that we support our partners. The programme offers the right pricing, tools, training and services necessary to support each type of partnership and ensure its success.

The Access Governance Channel Partner programme is designed to assist Channel partners to sell, install, configure, and support Access Governance products. Access Governance equips the partners with the training, tools, and resources to build their business and develop a growing customer base.

PARTNERSHIP BENEFITS

Successful partnerships require a mutual commitment of time and resources. Access Governance provides significant resources to the training and support of its Partners. The following sections describe the benefits Partner's receive through their participation in the Access Governance Channel Partner program.

Channel Account Manager

Access Governance has a dedicated Channel Sales Director, whose primary role is to ensure that Channel Partners receive the support they need and to act as the main contact point with Access Governance.

The following activities are just some of the services our Channel Director provides:

- ✓ Main point of contact between Channel partners and Access Governance,
- ✓ Provide sales training and assistance for the products,
- ✓ Bridge communications to software providers teams,
- ✓ Assistance with account pipeline and forecast management, and
- ✓ Liaison to the Support team, if needed.

Marketing Programs

In addition to a margin on sales, Access Governance also provides a marketing development fund, which will be redistributed back to the Channel Partner as a sales bonus. The value of the bonus varies with different vendors and sales levels.

Training

Sales Training

The sales training program prepares Partner's to position and sell our products. We work with Partners to customize this course to fit their specific requirements while also ensuring that the Partner can replicate this training in order to deliver it to any partner staff involved in the sale or promotion of the Access Governance solution. Training is done through Webinar or other forms of online communication.

Technical Training

Technical training is also provided on a similar basis, conducted by our Technical Director. Support staff can also be provided directly to the Channel Partner or to their customer at our standard rates.

Technical Support

Access Governance's is committed to providing superior client support. Channel Partners can elect to provide only first level support, with Access Governance providing second and third level, or may be willing to provide the second level of support themselves. A greater margin is provided for those who elect to provide second level support. Requests for Support can be lodged 24/7.

Demonstration Licenses

Channel partners are eligible for a demonstration license so that you will be able to demonstrate products to your prospects and customers.

Corporate Web Site

The Access Governance web site provides another opportunity for you to describe and market your Access Governance centric solutions. Your Partner listing on this web site advertises your company's contact information, products and services to prospects and customers. We will post your announcements and press releases.

PARTNERSHIP REQUIREMENTS

Participation in the Partners program requires a significant commitment by your firm. The following sections describe the Partner requirements.

Business Plan/Annual Revenue Target

The Partnership business plan defines joint business objectives, and the required resources and programs that must be put in place to achieve our goals. All partners sign up to set an annual revenue target and define a plan that fully supports this target. Access Governance works with partners to develop the annual joint plan as well as the programs and support needed to reach the goal.

Access Governance Account Manager

You will be required to assign an internal partner lead to oversee the Access Governance partnership. Your Access Governance Account Manager will be our primary point of contact for sales, marketing and product inquiries.

Training

To ensure that all of our partner's staff members involved in selling or supporting your Access Governance based solution are capable and confident, we offer and require attendance at our Sales and Technical training courses. The Access Governance Channel Director will arrange with you the specific dates and details.

NEXT STEP

Review the program benefits and requirements outlined in this document to determine how your firm might fit into the Access Governance Channel Partner Programme.

For more information on Access Governance Partners, go to the Our Partners page on the Access Governance's web site at www.AccessGovernance.com.au/partners.

Then, contact the Channel Director at partners@AccessGovernance.com.au or +61 418 490 860 to begin the Partnering process.

Access Governance Pty. Ltd.
PO Box 2512,
Mt Waverley, VIC, 3149

www.AccessGovernance.com.au