

# Become a HansaWorld Partner

Whether you are a current ERP vendor, a System Integrator or wish to become one, HansaWorld opens an entire spectrum of opportunity for its partners.

Reach the full potential within your customer base and establish your business in new markets with software that delivers on its promises.

## About HansaWorld

HansaWorld is an innovative software house providing a full suite of Enterprise Resource Planning and CRM products that delivers the automation and the flexibility required by today's fast changing business environment.

The group has a strong network of subsidiary companies and distribution partners on all continents. This network enables us to offer international implementation in over 30 languages and in more than 100 countries with country specific localizations. The products are easy to use and available on all popular smartphones, tablets and desktops including Android, Mac, iPhone and iPad. All products are available on-site or cloud based.

HansaWorld continually invests in Research and Development to provide innovative and future proof products to our customers.

As recognized innovators since 1988, HansaWorld shows continued technological leadership in the international business software industry.

## Why become a Partner?

Technology resellers and consultants are facing a new type of customer.

They're informed, able to compare prices and easily influenced by their access to opinion regarding products and services.

Today's bottom line is that customers want more functionality and value for the money they have invested, with less being spent on services.

**FAST**  
implementation  
**EASY**  
customization

**>30**  
Languages  
and Country  
Localizations

**LOWEST**  
total cost of  
OWNERSHIP

## **Our Partner Offering**

A complete solution for mid-sized companies that need full automation and integration of business functions.

The average HansaWorld client is a 20 user installation, with a monthly subscription of €100/user, and with a cost of implementation starting from 20 days of consulting (or 1 day of implementation per user).

A solution which reduces interface costs and enables consolidation or outsourcing of IT departments to a one-stop supplier.

A competitive cloud offering for partners already offering ERP solutions. Our solution has the depth and breadth of comparable ERP solutions, with less interfacing and faster implementation, allowing partners to close more deals and make more margin.

The interface was originally developed for Mac OS, but is now available on all major platforms. This gives partners the opportunity to open new markets that were not previously available to them. Many companies only run Mac and want the speed and depth of functionality that can only be provided by a native Apple Application.

Standard ERP is available on IBM SoftLayer which is built to give you the highest performing cloud infrastructure available.

Standard ERP is one of the few solutions that caters for companies running their businesses in multiple countries, with multiple organizations and multiple business types.

Our partners can own the service relationship with the clients, including implementation, customizations, support (SLA), hosting and any other related business services. Cost of support can be drastically reduced with the ability to provide service remotely to customers.

Partners are given the opportunity to build unique verticals that are integrated with other parts of the software that can then be re-used and shared with global partners as an addition to their business offering.

Standard ERP requires only 1 - 2 implementation consultants instead of 3 - 5 as required by other solutions. HansaWorld, or an experienced partner, will assist and support with the first few implementations.

HansaWorld uses a Lead Management system to ensure that partners never compete for the same lead.

Partner commission is above market average and highly competitive

A free and flexible training program is available for all partners. This is available on-line, on-site or at HansaWorld's offices

We work closely with all our partners and encourage product growth. Partners have direct access to a local Product Manager and any developments or ideas are discussed at an international level.

All customers have access to our online forums, FAQ's, manuals and videos, reducing the support required by partners.

## **Partner Profile**

System Integrators who currently offer similar ERP Solutions or who are looking to break into new markets and expand their business with a comprehensive suite of products.

Companies who offer an existing ERP, but feel it's either outdated or not competitive anymore in price or functionality.

Companies wish to grow their portfolio of offerings and expand their businesses into an easily integrated ERP Solution.

Companies who specialize in certain industry verticals and whose customers require industry specific ERP Solutions.

## **Product Profile**

HansaWorld provides business productivity and automation software for all types of business.

From small startup businesses to large enterprises, HansaWorld's software is tailored to your client's specific needs giving them the perfect business platform to reach their productivity goals.

## **Standard ERP**

An insightful, seamless application with the lowest cost of ownership offering an intuitive Enterprise Resource Planning suite of modules including accounts, order processing, stock management, manufacturing and job costing. It offers a range of CRM modules all in one solution. Additional features available include Warehouse Management System, Business Intelligence, Rental, eCommerce, Production and POS solutions.

Standard ERP delivers an elegant level of integration between its component elements. It also provides a series of modules designed for specific industries, all with the same ease of use.

Standard ERP can be hosted on-site or secure cloud based.

## **Partner Support**

A Partner Manager is assigned to every Partner to assist in creating opportunities to grow their business. Partners also have access to an extensive range of support tools, which include marketing materials, sales aids and education programs.

## **More Information**

For more information please contact Jennifer O'Carroll, HansaWorld International Channel Manager.  
International: +353 86 1953086, E-mail: [Jennifer@hansaworld.com](mailto:Jennifer@hansaworld.com)