rProcess Business Partner Program

Partnerships are the basis for all business success. rProcess offers various partner models for mutually successful collaboration. Our partners are classified into Network and Premium Partners.

We aim to offer a strategic, focused, transparent, and attractive package at every level of partnership. This is the only way to guarantee lasting success for both parties.

rProcess focuses on long-term partnership and cooperation. We aspire to be reliable, solution-oriented, long-term, and fair.

> » Are you looking for a strong service partner to assist you in sophisticated solutions for Artificial Intelligence, Data Management, and Solar PV design services?

> » Are you looking for access to a services market in which customers from niche sectors and all sizes of companies are interested?

Then rProcess is the right partner for you! Our Business Partner Program offers you a range of cooperation models and many attractive benefits.

You can thus join the rProcess Business Partner Program in pursuit of your own personal targets and achieve optimum results within a short time after beginning your commitment.

We would like to hear from you if you are seeking to expand your portfolio of services with rProcess.

The Program is defined under the category Business partners:

Business Partners

This partnership model is ideal for businesses offering consulting, IT, and systems integration. Anyone wishing to market rProcess technology services can participate in this model of partnership.

We have classified two levels of partnership in this model:

Network Partner

Your main focus is not the sale of rProcess services directly, but you will refer the customer to us and open the door and we will complete the selling process, you will be part of the whole process. Here you get an opportunity to participate in this growth market with rProcess services. We enable our Network Partners to build up Artificial Intelligence, Data Management, and Solar PV competence.

Premium Partner

You have extensive sales and Artificial Intelligence, Data Management and Solar PV expertise and offer your customers a complete solution from services, consulting and conceptual planning through to implementation, training and support after completion of the project. You market rprocess' Artificial Intelligence, Data Management and Solar PV design services directly to the customers along with your solution offering and manage the account including the pre and post sales by yourself including the pilot phase. Premium Partners are of strategic importance for rProcess and accordingly receive relevant benefits.

How we see partnership

For us, a partnership is responsible, fair, long-term, personal and close collaboration between equals in our partner eco-system. The aim is to work together to acquire companies as customers, to inspire them and develop them successfully. These are the main principles of our business ethos that guide the activities of all our employees.

» As a rProcess Partner, you will participate in a technology market with one of the strongest rates of growth.

» As a rProcess Partner you will have access to an eco-system with technology partners offering an exclusive range of service options providing you with constant new competitive advantages.

» As a rProcess Partner you will have access to one of the most flexible models for SMEs and large companies in the Artificial Intelligence, Data Management and Solar PV market that will provide the necessary scope of services for you to grow successfully.

» As a rProcess Partner you will benefit from our extensive support and individual – technical and commercial – development and training opportunities – enabling you to build up long-term customer relationships.

» As a rProcess Partner you will have exclusive access to our entire portfolio of services, enabling you to benefit from our brand strength from the word go.

Benefits for rProcess Business Partners

A partnership must be profitable and therefore successful for everyone involved. To achieve this goal, we offer our partners extensive benefits in order to underscore our willingness to put successful business models into practice.

Our cooperation with partners is based on two fundamental principles:
Support ...

1. ... for sales and marketing

2. ... for business development

Support for sales and marketing
We provide our partners with essential marketing material and sales expertise so that they can offer and sell the right solution to their customers.

Support for business development
We offer our partners the necessary flexibility and continuity in planning, generating and developing customer relationships.

BENEFITS	PARTNER CATEGORY	
In sales and marketing	**Network**	**Premium**
Support from marketing and pre-sales departments	-	-
Joint presence at trade fairs and conferences		-
Joint publication of press releases		-
Publication of joint user reports / success stories		-
Customized brochures		-
In business development		
Dedicated Partner Account Manager	-	-
Free choice of territory		-
Lead protection for partners	-	-
Use of Partner Portal	-	-

The goal of the rProcess Partner Management Team is to provide long-term support for both existing and new partners, always acting as equals, and to acquire new customers for continued growth.

Communication is everything

Please contact our partner managers if you have any questions or would like more information on current projects. We will maintain regular contact and support you in achieving your business goals. In addition, rProcess Partners also benefit from the following services:

rProcess Partner Portal

Besides the latest brochures and user reports, the partner portal also contains current news. Moreover, the Partner Portal contains the most important documents and forms for day-to-day business.

Partner newsletter

Our partner newsletter keeps our partners updated on a regular basis about all relevant topics – and on an ad hoc basis when important news emerges. You thus receive direct information from rProcess whenever, wherever and however you want and need.