

# EuroForm Partner Program

Introduction

January 2012

Benefits at a glance [»](#)

# Welcome..

## EuroForm Partner Program

### What our Partner Program can offer

At EuroForm we believe in the value of developing and maintaining jointly profitable relations with our business partners. We recognize that our partners are crucial to our success and therefore we strive to provide optimum level of service and support by maximizing the benefits we offer. The EuroForm Partner Program (EPP) is the key vehicle by which we and our business partners deliver total solutions to the customers.

Our partners are qualified at each level according to their commitment to, and business with, EuroForm and the support and benefits EuroForm provides in return.



### Grow your business with EuroForm

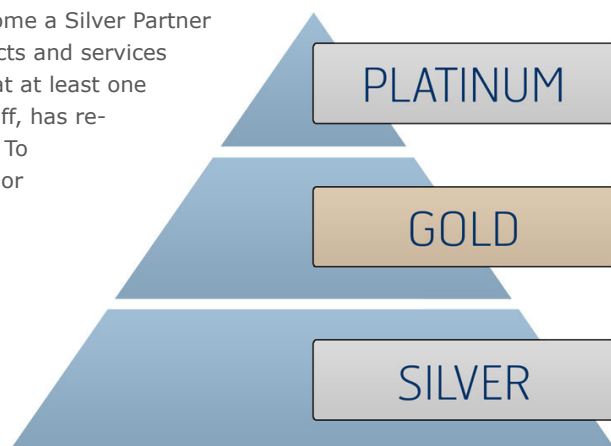
Its free to become a member of the EPP and its simple to use.

As soon as you have signed the membership contract, you get immediate access to a number of benefits. The more annual revenue you generate with EuroForm and the more training you get, the more benefits you will enjoy.

The benefits are described in detail on the next pages.

### Get more benefits!

The only requirement to become a Silver Partner is, that you are selling products and services from EuroForm today and that at least one member of your technical staff, has received our technical training. To move up and become a Gold or a Platinum Partner, you need to generate a certain revenue with products and services from EuroForm and more of your sales- and technical staff has to be trained by us.



## A mutual partnership!



# Benefits at a glance..

Platinum

Gold

Silver



## Benefits

### Incentives

	Platinum	Gold	Silver
Product discount	Yes	Yes	Yes
End-user leads	Yes	Yes	Yes

### Business Development and Marketing

	Platinum	Gold	Silver
Website cross-linking	Yes	Yes	Yes
Co-marketing program	Yes	Yes	Yes
Data sheets	Yes	Yes	Yes
Product presentations	Own Brand	EuroForm	n/a
Customer seminars	Yes	Yes	




### Technical Support

	Platinum	Gold	Silver
Email support - number per month	50	10	5
Remote session support - case-by-case	Yes	Yes	Yes
Onsite support	Yes - discounted	Yes - discounted	n/a

### Strategic relationships

	Platinum	Gold	Silver
Advance roadmap participation	Yes	No	No
Annual Partner Event - by invitation	Yes	Yes	Yes
Big deal support	Yes	Yes	Yes
Demo account	Yes	Yes	Yes
EuroForm Partner Program Advisory Council membership	Yes	No	No

# Requirements at a glance..

		Platinum	Gold	Silver
Requirements				
Contract	Signed Partner Contract	Platinum	Gold	Silver
Technical training	Number of staff trained by EuroForm	2	1	1
Sales training	Number of staff trained by EuroForm	2	1	0
eNews subscription	Subscribe to EuroForm monthly eNews	Yes	Yes	Yes
Marketing	EuroForm Partner logo and link on website	Yes	Yes	Optional

## About EuroForm..

EuroForm A/S is an independent software development company, based in Denmark. We are committed to adding true value to customers through providing second-to-none solutions that

optimize and enhance the use of laser printers and multifunction devices. EuroForm A/S is one of the first printer software developers to offer innovative solutions in the cloud.

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