

ALCHEMEX CERTIFIED BUSINESS PARTNER PROGRAM

WHAT IS AN ALCHEMEX CERTIFIED BUSINESS PARTNER?

As a service provider in the Business Intelligence (BI) industry, you can partner with Alchemex and be associated with the leading developer, enabler and support provider of affordable Excel-based Business Intelligence software for small to medium businesses. As a Certified Business Partner (CBP), you will be able to sell and service Alchemex software.

Certification helps us to ensure that our high standards of product knowledge and service are delivered to end-users in a consistent and professional manner.

Our CBP program will also recognise a growing community of consultants, accountants and professionals who collectively contribute to helping people in business become more efficient through access to information (see <http://community.alchemex.com/>)

CREATE NUMEROUS NEW BUSINESS OPPORTUNITIES

Increase revenue

- ▲ Proven, market-leading products
- ▲ Use eye catching BI to lead your ERP and CRM demos and to assist in closing sales
- ▲ Gain access to higher revenues in your existing accounts
- ▲ Increase your average deal size
- ▲ Training and installation revenue
- ▲ Report writing revenue generated from your clients.
- ▲ 30% rebates on Alchemex license fees
- ▲ 30% rebates on Alchemex annual software assurance (applicable from year 2 onwards)

Please note Alchemex do not pay rebates on our integration products. [Click here](#) for a list of Alchemex integration products.

Provide incremental value to your customers

- ▲ Faster ROI by offering customers a complete solution that incorporates BI as part of their existing ERP solution
- ▲ Improve customer loyalty
- ▲ Access to unlimited Alchemex software support
- ▲ Receive a full suite of the Alchemex software at less than 10% of the market value for your internal use only
- ▲ Sales assistance will be provided via means of web demonstrations and where appropriate on site visits.
- ▲ You will be provided with Alchemex sales and marketing support.

ALCHEMEX PARTNER RESOURCE CENTRE

The partner resource centre is your one stop shop for all information relating to sales, marketing, support and pricing, including

- 🚩 Badges and Logos
- 🚩 Campaigns
- 🚩 Learning Service Material
- 🚩 Literature and Collateral
- 🚩 Pricing and Order form
- 🚩 Success Stories
- 🚩 Templates

ALCHEMEX BI COMMUNITY

Join the Alchemex BI Community at <http://community.alchemex.com> which includes

- 🚩 User groups designed to address your specific requirements/needs with Alchemex
- 🚩 Specific user groups focused on the ERP applications where Alchemex is the BI solution
- 🚩 Access to weekly webinars to share information you may need
- 🚩 A forum for you to search and ask or answer questions with the other Alchemex certified partners
- 🚩 A comprehensive searchable knowledgebase with back copies of many useful articles
- 🚩 Videos and other information to get you going as fast as possible.

At Alchemex, we pride ourselves on our community of people that sell and service our software solutions and you have the opportunity to join a fast growing group of people worldwide who have chosen Alchemex as their Business Intelligence Company of choice.

Alchemex has more than 20,000 companies around the world that depend on our software to get access to their information and which empowers them to make more meaningful decisions about their business. We have also trained over 6,000 people to become better reports writers.

As a certified business partner of our community please make sure you make use of some of the facilities that we have created to give you more access to us and other likeminded BI professionals around the world. Specifically please subscribe to become a member on our Alchemex Business Intelligence community at <http://community.alchemex.com>

Alchemex has grown from its humble beginnings in 2000 to become a significant player on the BI horizon globally, but we acknowledge that there is still a lot of work to do to meet our lofty aspirations.

We also know that we will not achieve any objectives without our community of CBPs and so on behalf of the entire team at Alchemex, we thank you for considering this business opportunity.

REQUIREMENTS TO BECOME A CERTIFIED BUSINESS PARTNER

In order to qualify as an Alchemex CBP, you will need to:

- ⚡ Be a “bona fide” organisation operating routinely in the computer software and/or related services industry.
- ⚡ At all times you are required to have at least one employee who is an Alchemex Certified Professional Consultant
- ⚡ Provide a high standard of service and support to Alchemex users
- ⚡ Adhere to the recommended retail pricing for software licenses
- ⚡ Pay an annual membership fee (Request Pricing Sheet from Alchemex)

APPLICATION AND CERTIFICATION PROCESS

Please complete each of the following steps to become a CBP:

1. Review the Alchemex CBP Program (this document)
2. Review, complete, sign and fax the [CBP Application form](#) to +27 31 266 9804 or email to certification@alchemex.com
3. Receive a tax invoice via email (Request Pricing Sheet from Alchemex) and fax proof of payment to +27 31 266 9804 or email to certification@alchemex.com
4. At least one member of your team is required to complete the Alchemex Professional Consultant certification within 60 days (see [Alchemex Certified Professional Consultant Program](#))
5. Receive your welcome email and log on details to the Partner Resource Centre
6. Learn the product market, product positioning and demo
7. Start selling and making money!

If you have any queries, please email the Partner Program Coordinator at Alchemex at certification@alchemex.com