

INWAY SYSTEMS

PARTNER PROGRAMM

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1 WIN-WIN – HOW YOU BENEFIT FROM THE INWAY PARTNER PROGRAMME

Software made in Germany - designed and developed: Inway Systems has been one of the world's leading app manufacturers for Microsoft Dynamics for over 15 years. Our solutions are successfully used in projects by many well-known Microsoft partners, such as HSO, Modus and Ambit - and create **a positive atmosphere among customers** and thus also among partners.

- › With our add-ons we offer you what the market needs in the Dynamics AX / 365 environment: Mature software solutions with which you can score points with your customers in ERP and CRM projects.
- › Long-term partnerships and win-win situations for both sides are our primary objective. Therefore, from day one, you will benefit from attractive margins (30%) as well as information sales and marketing materials, which we will make available to you and your customers for all solutions.
- › With us you have a professionally competent and personal contact person, who will help you at any time with sales-related and technical questions.

Preferred Solutions for Microsoft: We are represented with all our solutions in the Microsoft AppSource. Several solutions became "Microsoft preferred solutions" within a few weeks: A real accolade for the add-ons and a self-runner in sales. Microsoft also recommends Inway's solutions - e.g. in the areas of automation in financial accounting and automation of document management using the DMS from ELO or Docuware, among others. Because our solutions offer more than the Microsoft standard and are therefore **a valuable plus in every conversation with existing and new customers**.

2 OFFER FROM INWAY SYSTEMS TO OUR PARTNERS

Webinars, tutorials, support, product brochures, one-pager, product and explanation videos, current best practice scenarios, processes and proven procedures, your own technically competent contact person and much more. In short: We offer you the security you need to be successful in the market with our add-ons and software solutions.

We offer our partners:

- › A comprehensive knowledge base including product videos, training videos, sales support brochures, marketing materials, campaign support, FAQs, free webinars and much more.
- › Test licenses (1 month for customers, 6 months for partners)
- › Current and proven best-practice scenarios that show you how to sell our add-ons in the best possible way and how to use them profitably for the customer.
- › Full partner support and troubleshooting / help with potential errors.

3 PARTNER PARTICIPATION

Participation in the Inway partner programme has 3 winners: you, your customer and Inway. All we insist on for the complete satisfaction of your customer is an adequate and professional introduction of our add-ons. In case you cannot guarantee this, you can always rely on direct assistance from Inway or choose from a variety of sales and product support services offered by Inway (see point no. 2: Inway's offer to our partners).

There is no obligation for partners to purchase the add-ons from customers, even if we would like to market our solution - from which we both benefit - in the interests of good cooperation.

4 AGREEMENTS, TERMS AND CONDITIONS

Both partners closely coordinate the procedure for implementing Inway add-ons, always in advance.

- › The subscriptions are time-bound certificates. They are paid one year in advance and then simply expire without renewal. This gives you as a partner the security that customers will remain loyal to the solution.
- › Both parties may terminate with 2 months' notice
- › For the order of add-on licences at Inway the general terms and conditions of Inway Systems apply. These can be downloaded at www.inway.de under the menu item AGBs.

5 REFERENZEN

A selection of partners who already use our products successfully in projects with Dynamics customers.



6 GETTING STARTED – FIRST STEPS

You have already received initial information such as the price and licence conditions as well as videos and factsheets on our products. Then only one signature is missing.

Following the interview, you will receive all materials relevant to you - e.g. marketing brochures of the required add-ons, sales support, links to videos, informative blogs, webinars, tutorials etc. On the last page of the Inway Systems Partner Programme you will find a short agreement. Fill it out, send it to us and **welcome to the Inway Systems Partner Programme**.

How to get started: **The first 10 days**

1. Within a maximum of 3 days we will confirm your acceptance into the Inway partner programme in writing by e-mail.
2. Within the first 7 days a personal contact person will get in touch with you. For a personal introduction, but also to introduce you to the advantages and opportunities of the partner programme. You are also welcomed to address concrete customer projects during this phase and ask your questions on these and all other topics.
3. At the end of the interview you will receive all materials relevant to you - e.g. marketing brochures of the required add-ons, sales support, links to videos, informative blogs, webinars, tutorials etc.
4. You can also get test licences for a period of up to 6 months from then on.

The way forward: **Continuous support**

1. Based on your product requirements, we organise beginner webinars and, if required, in-depth training sessions to which we invite you - including a Q&A session with the respective experts (product managers or developers).
2. On request we also offer a workshop in which we present all our solutions - for an optimal overall view. Digitally but also personally if possible.
3. You receive continuous updates on all new products, milestones and webinar offers. For this purpose, please agree to receive our partner newsletter.



Agreement between _____ and Inway Systems
(Company / Partner)

YES, we would like to participate in the partner programme of Inway Systems and receive further information (prices, ordering options, information on add-ons etc.)

Contact person, Partner

Phone number, E-Mail

We would like to receive the Inway Partner Newsletter
(You can withdraw your consent at any time)

☐
Yes

☐
No

Date and signature of partner

WE CONFIRM your acceptance into the Inway Systems partner programme and guarantee you all the advantages described in the partner programme and the conditions shown in the price and order list

Name, phone number and e-mail of your contact person at Inway Systems

Date and signature Inway Systems