

Expand Your Offerings with Webiplex's Next Generation Solutions

In a fast changing technology market with growing competition and shrinking profit margins, it is critical to align yourself with the right partner. Webiplex's DocuPeak platform is a complete Electronic Document and Business Process Management (EDMS/BPM) solution with SaaS (software as a service) and on-premise delivery options that provides business processes automation for organizations seeking a high impact ROI.

As a Webiplex *Value-Added Solution Provider*, you can increase revenue by providing add-on solutions to existing client systems, attract new clients, and enhance your profits by offering the solutions and delivery options your clients are looking for.

- Sell more to your existing customers
- Reach new customers
- Increase your average deal size

Webiplex solutions equipped with rapid deployment and easy integration tools are perfect add-ons to any Line of Business Application package such as an ERP, or can be deployed as a stand-alone EDMS-BPM system that can easily integrate within an organization's infrastructure.



Together We Succeed

Solution Provider Strengths

- Hard working with a passion for problem solving
- Solution focused
- Locally accessible to clients
- Expert at building long-term customer relationships
- Trusted Advisor

How Webiplex Can Help You

- Industry-specific solutions
- Marketing tools and resources
- Ongoing sales training and support
- Exceptional technical support and resources
- Assistance with obtaining new customers
- References



Webiplex Solution Provider Program Components for Success

Technology:

- ✓ DocuPeak Enterprise BPM On-Premise or SaaS Software

Training: Sales and technical training curriculum

- ✓ Web-based (sales training only)
- ✓ Instructor-led training at Webiplex offices
- ✓ On-site at your location
- ✓ Pre-packaged sample applications for specific Horizontal or Vertical solutions, i.e. AP process automation, Government specific solutions, etc.

Marketing support:

- ✓ Presentations and collateral materials
- ✓ Lead generation tools (emails, webinars, printed material, etc.)
- ✓ Dedicated Solution Provider portal: Critical information and tools to help you win deals
- ✓ Market Development Funds (MDF)

Sales Support: Complete sales cycle support by dedicated Webiplex channel team

- ✓ Client needs analysis
- ✓ Pre packaged solution demonstrations
- ✓ Sample proposals
- ✓ Competitive Intelligence

Technical support:

- ✓ Telephone hotline
- ✓ Web and e-mail

Right Start Program: To accelerate your sales and services delivery our professional services team is available to deliver and assist on as few or as many of your projects as needed.

Leadership Commitment: The leaders at Webiplex encourage direct contact with partners and provide a forum to receive feedback on what is important to your organization. With our limited distribution model, we welcome your involvement in matters such as product strategy, support services, marketing and channel program planning.

For more information and to receive an information packet
Call: (949) 861-4387 or visit us at www.webiplex.com

