

PARTNER PROGRAM

PARTNER PROGRAM OVERVIEW

Averetek's Partner Program is designed to help Partners open doors to new business, strengthen their connection with existing customers and increase their revenue from software licenses and services.

By joining this program, Partners have the ability to capitalize on Averetek's unique technology and ongoing marketing initiatives. With ongoing sales & marketing support, Averetek's program enables Partners to augment their in-house specialties and increase their competitive advantage.

Averetek focuses on building long-term, mutually-beneficial partnerships with companies who share our passion for teaching. We believe that every interaction with a prospect and customer is an opportunity to enhance their understanding of channel marketing and marketing best practices. "Those that teach will earn the right to sell" is our motto.

REFERRAL PARTNERS

Partners receive access to Averetek solutions through direct access to the Averetek team of dedicated sales professionals. Averetek takes responsibility for closing the deal, and Partners get paid for the life of the customer. Partners receive referral fees based on any software and services they refer to Averetek and which our team closes.

BENEFITS AND REQUIREMENTS

There are no fees, no commitments, and no hassles to join. Averetek Partners must provide Averetek with an in-person or virtual introduction to the prospective customer for the lead notice to be valid, and from this point Averetek and the Partner sell "shoulder to shoulder" until the deal is closed. In return for the referral, the Partner receives a Referral fee of up to 10% of the opportunity software license or services.

Once a lead is registered, Averetek manages all activities associated with finalizing the deal, including lead development, consultations, demos and proofs of concept.



HOW WE WIN TOGETHER

We offer Partners a unique opportunity to elevate their advisory role with their clients. Not only will you exceed client expectations by referring them to channel automation experts, but partnering with Averetek also enables you to offer profitable services that elevate your trusted business advisor role.

Partnering with Averetek is different: We take a serious interest in your sales and marketing outcomes, even if it never leads to anything for us. As a partner, you'll receive support from our channel advisory team, and we'll work together to explore the many sales and marketing opportunities we see every day.

HOW TO BECOME AN AVERETEK PARTNER

Working with Averetek is easy. Our helpful and knowledgeable team is here to provide the assistance our Partners need during all phases of the sales lifecycle.

To start reaping the rewards of a partnership with Averetek, apply today to become an Averetek Partner. To initiate the process, complete a partnership application by visiting averetek.com/partners.

For more than 15 years, Averetek has worked to put the power of our clients' brands into the hands of their channel partners, and, in turn, they see their business grow.

Averetek offers award-winning channel marketing software and services that help companies grow through the power and scale of partners. Using our platform, our clients drive leads and win business to, through, and with their reseller partners.

Our software is white-labeled and localized, so it looks and feels like our clients' brands, and it addresses their audience in their local languages.

We got our start in the channel by building a platform for one client. As we realized the impact the software had on their business we knew other companies would benefit as well.

Which leads us to where we are today, providing a powerful engine to great clients and their global network of channel partners.

We love the way indirect channels work and solving the mysteries the channel presents. We're proud to partner with some of the most successful companies in the world, helping them to tell their stories and amplify their brands.

GET IN TOUCH

Let's get to know each other

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🌐 www.averetek.com