



HANGMAN

– AKA Michael Bennett –



Sales Kickoff 2023

Channel Sales Strategy 2023

22 & 23 February 2023



Agenda



Priorities

Progress

Onboarding



Priorities

Progress

Onboarding

2023 Channel Priorities



**Partner
experience**



**Partner
journey**



**Channel
maturity**



**Channel
growth**



Priorities

Progress

Onboarding

Channel progress

Channel in everything



Partner Advisory Council



PartnerUP Portal



Recruited partners in 2022



Consolidations in the channel

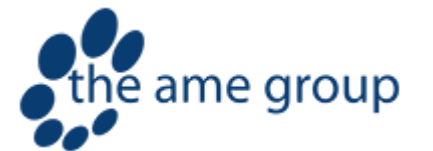
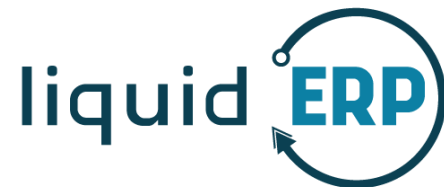


Channel adds & consolidations



bkasolutions.ca

TACK



Refreshed PartnerUP Brand

Be an ERP leader in partnership with SYSPRO

Enabling **your business growth** for sales success by enhancing your knowledge and capabilities with:



The Right Product

ERP for Manufacturing and Distribution. Customizable to business specific needs.



ERP Expertise

40+ years in the ERP sector with a global support team.



SYSPRO recognizes

With a strong focus on ensuring a successful SYSPRO's growth...



- Solutions
- Industry
- Product
- Services
- Company
- Resources
- Partner
- Contact Us
- Request A Demo

+612 9870 5555 Customer Login Dev site

Home > SYSPRO Partner Program



Committed to winning together with our Partners.



A trusted community of ERP experts delivering solutions at every step of your journey

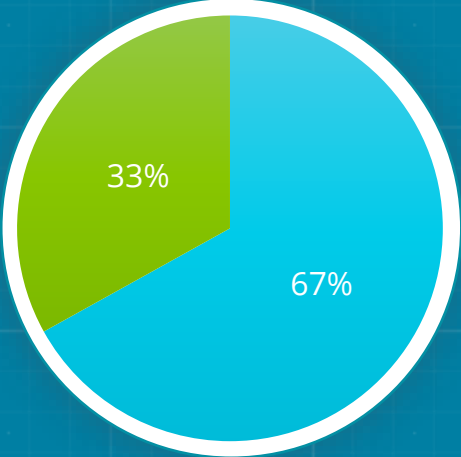
Working hand-in-hand with our connected partner community, SYSPRO provides an industry-built ERP solution that enables manufacturing and distribution customers to be nimble amidst changing market conditions, remain competitive, expand product lines and continue innovating.

We work together with our connected community of partners to offer industry specialization and innovative solutions to manufacturing and distribution customers.



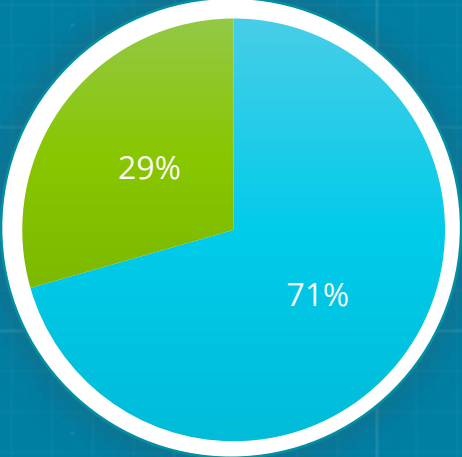
Back in 2021

Customers



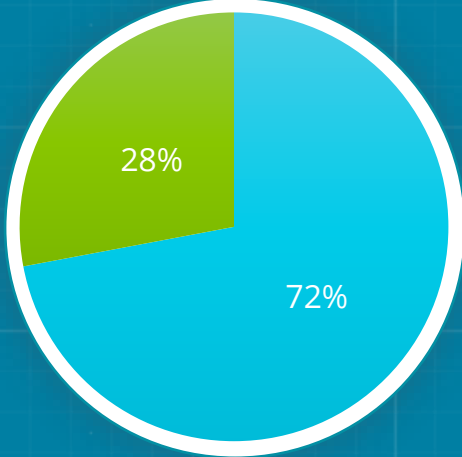
■ Channel ■ Direct

Users



■ Channel ■ Direct

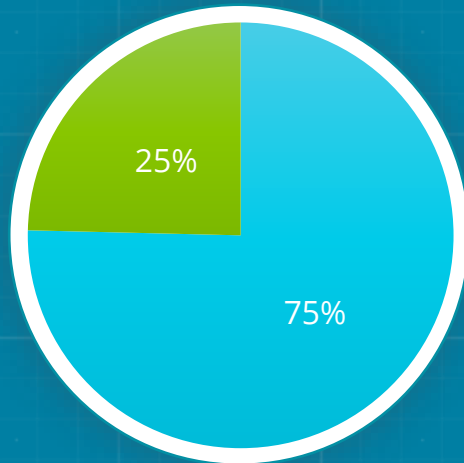
Modules



■ Channel ■ Direct

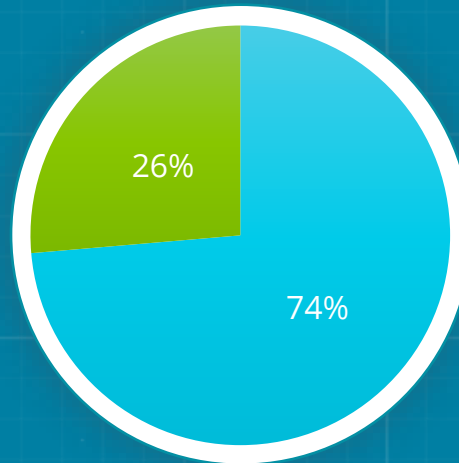
Then in 2022

Customers



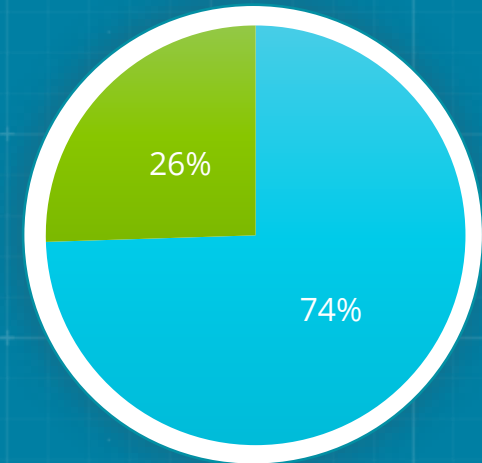
■ Channel ■ Direct

Users



■ Channel ■ Direct

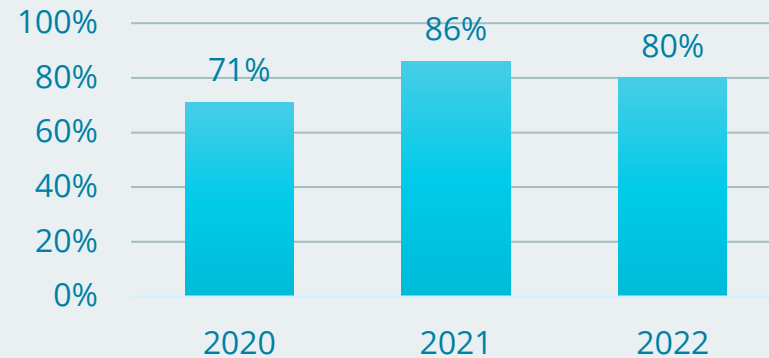
Modules



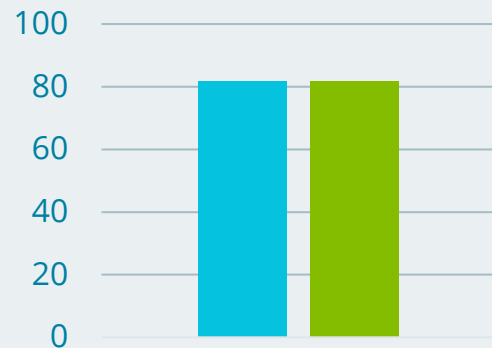
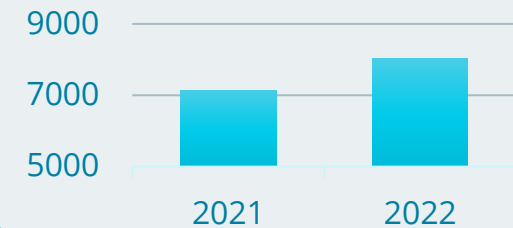
■ Channel ■ Direct

Looking at the channel's new customers

Partner contribution to new customer logos

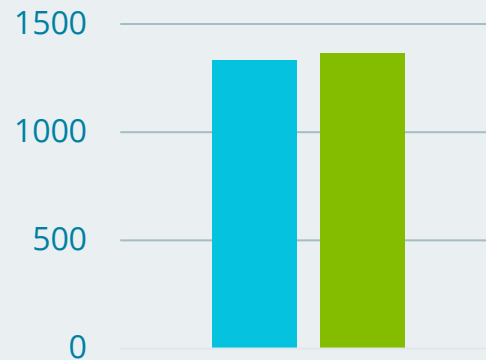


Channel ILF growth



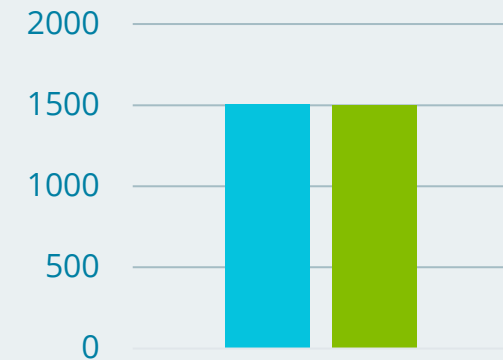
Customers added

■ 2021 ■ 2022



Users added

■ 2021 ■ 2022

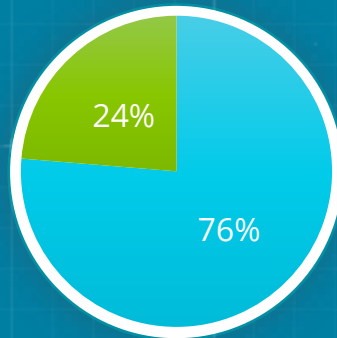


Modules added

■ 2021 ■ 2022

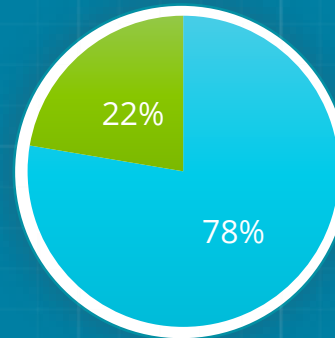
Looking now at 2023

ILF 2021



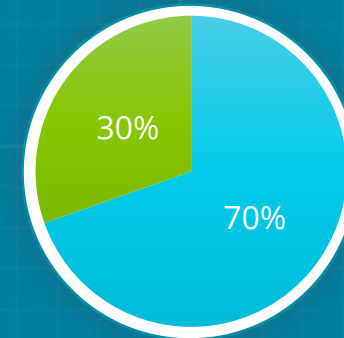
■ Channel ■ Direct

ILF 2022



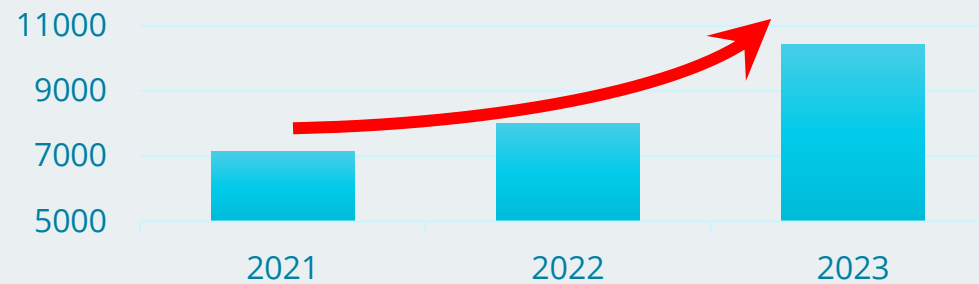
■ Channel ■ Direct

ILF 2023



■ Channel ■ Direct

Channel ILF growth



The How is as Important as the What

**Increased Coop
fund usage**

**Partner-run
marketing
campaigns**

**Contributions to
Reference
Program**

**Partner-generated
opportunities**

**PartnerUP brand
recognition**



Priorities

Progress

Onboarding

PartnerUP Onboarding Program

Assets available in PartnerUP Portal

Ongoing additions and updates

Detailed guidance for SYSPRO partner teams



PartnerUP Onboarding Program

PartnerUP Onboarding Process

A dedicated account handler will facilitate your request to becoming a SYSPRO ERP Partner



PROSPECTING



The following documents are applicable for the prospect

Welcome Letter |

PartnerUP

ASSESSMENT



SYSPRO PartnerUP Onboarding

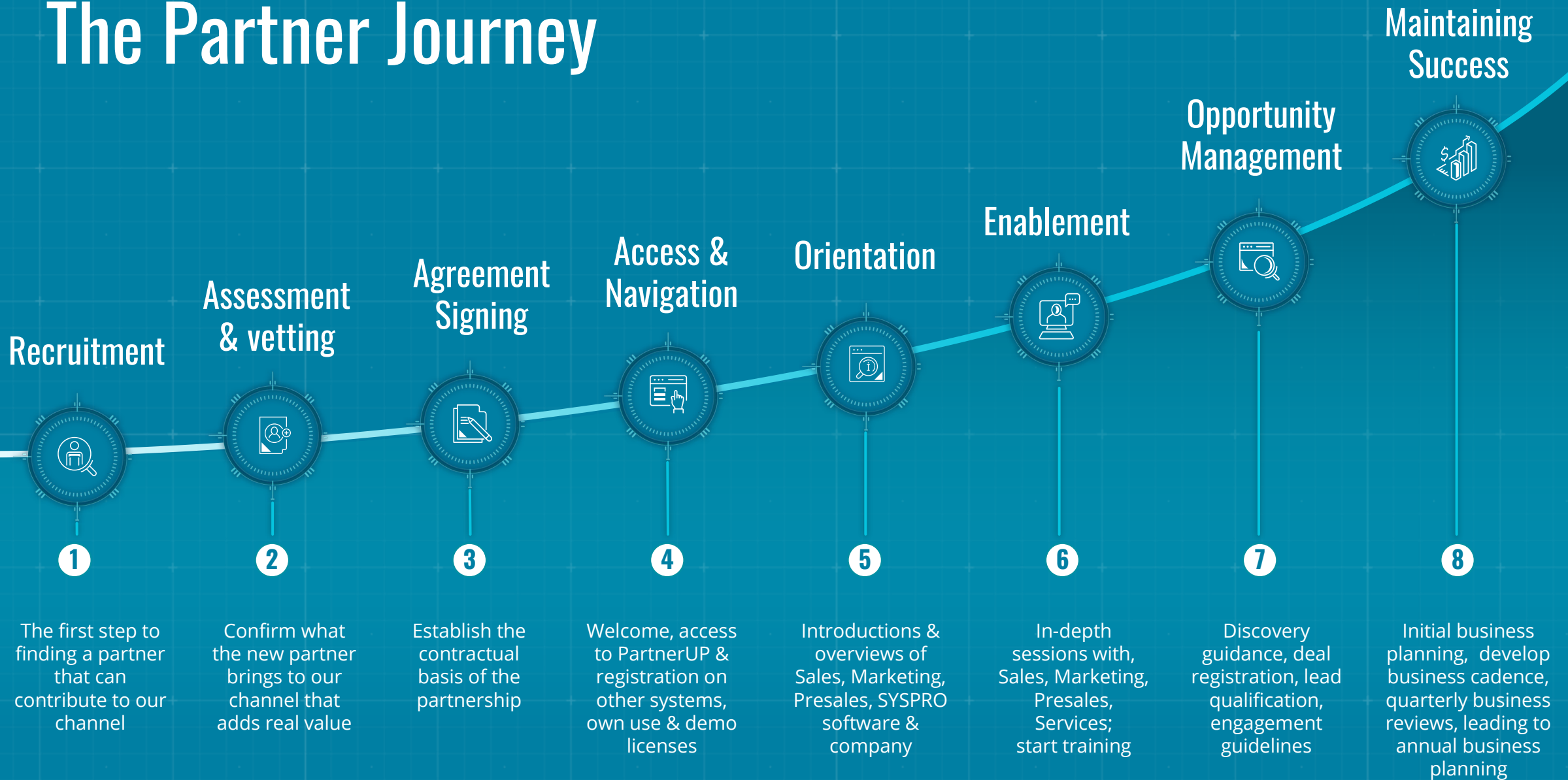
We are committed to our Partner's growth and success

Your journey through SYSPRO is something we take pride in and making sure their onboarding into SYSPRO is smooth and efficient. As a partner's, your ability to show ROI on your investment into SYSPRO is a key measurement we have implemented into our Partner Onboarding with SYSPRO.

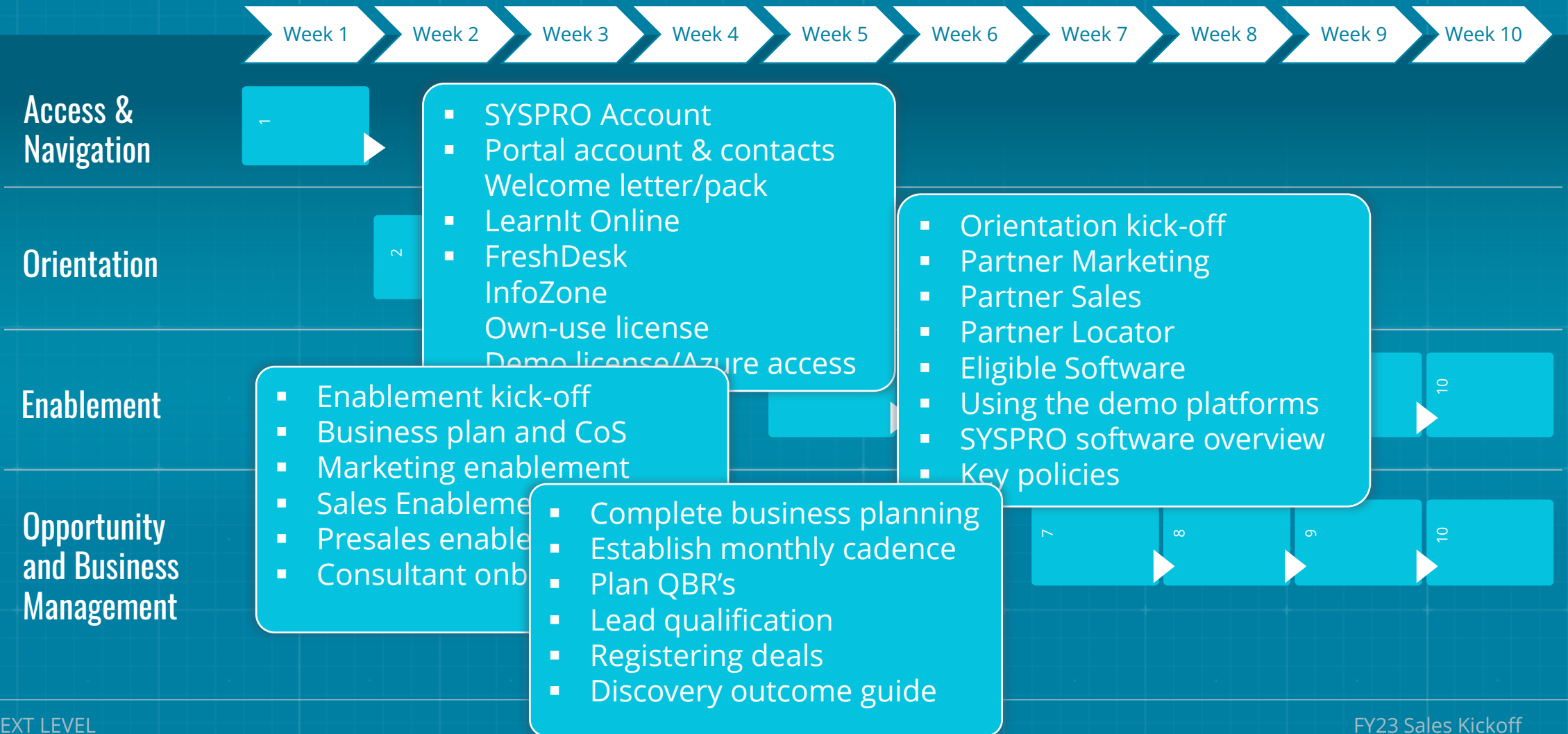
PartnerUP Onboarding Process



The Partner Journey



Onboarding timeline



Partner enablement

