SocrateCloud Partnership Program

Opportunity. Flexibility. Profit.

The SocrateCloud Partner Program is designed for companies that want to build a successful business by adding to their portfolio a complete business platform, in cloud, sustained by consistent investments, that includes complex ERP, CRM and BI functionality and also an innovative cloud architecture allowing the rapid development of mobile and web applications.

Partner with BITSoftware

Founded in 1993, BITSoftware has 20 years experience in developing and implementing ERP (Enterprise Resource Planning), CRM (Customer Relationship Management) and BI (Business Intelligence) software solutions which allows companies to improve productivity and provide better services to customers by streamlining and automating processes to achieve smart growth and sustainability goals.

BITSoftware experienced and dedicated team, including highly skilled programmers and support engineers, is focused on innovation, developing state of the art software solutions.
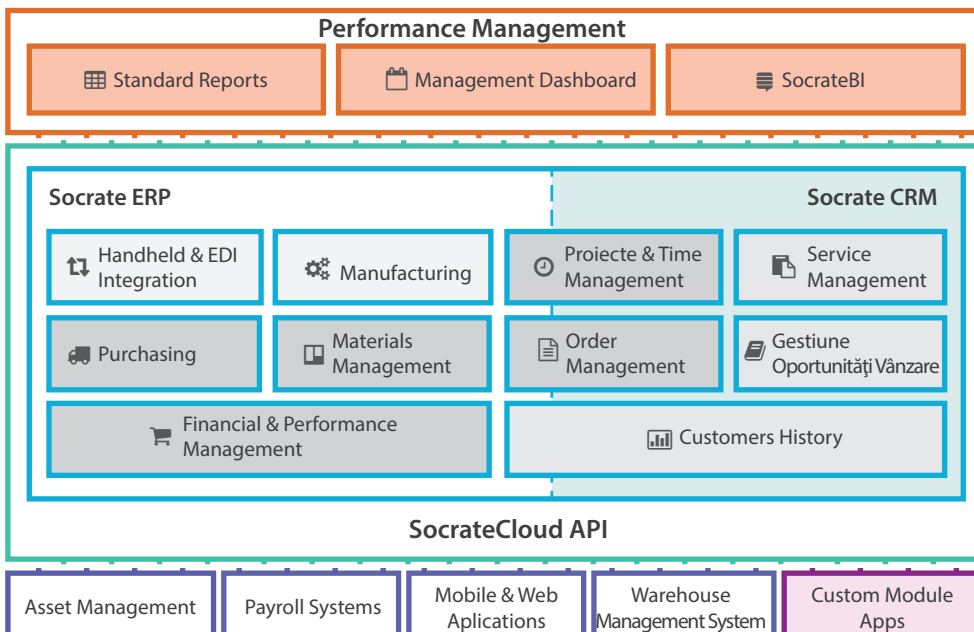
Central to BITSoftware success is the development of a strong partnership network including technology partners like Google, Oracle, MicroStrategy and sales, implementation and development partners.

SocrateCloud - the open business platform in cloud

SocrateCloud is the business platform that provides a complete and complex ERP, CRM & Business Intelligence solution, addressed to international companies, global ready, including support for multi-organization, multi-currency, multi- accounting, multi-tax, multi-language.

Moreover, the innovative cloud architecture helps partners to rapidly develop mobile or web applications, leveraging the existing infrastructure, processes and database. SocrateCloud provides high performance, reducing cost and complexity application's deployment.

SocrateCloud Business Platform

Performance Management		
⊞ Standard Reports	🗓 Management Dashboard	🗩 SocrateBI

Socrate ERP / **Socrate CRM**

↕ Handheld & EDI Integration	⚙ Manufacturing	⧖ Proiecte & Time Management	📄 Service Management
🚚 Purchasing	🖥 Materials Management	📄 Order Management	📑 Gestiune Oportunități Vânzare
🛒 Financial & Performance Management		📊 Customers History	

SocrateCloud API

Asset Management	Payroll Systems	Mobile & Web Aplications	Warehouse Management System	Custom Module Apps

socrate cloud

⚙

The Open Business Platform

ERP & CRM & BI
Platform for Rapid Application Development
Innovative cloud architecture

↪

Successful implementations in different industries

Mature & validated core functionalities
Telco, Distribution, Professional Services, Agro.

🅰

LeanWise™ methodology

Enterprise Engineering concepts for quick implementations
Business models per verticals/branches

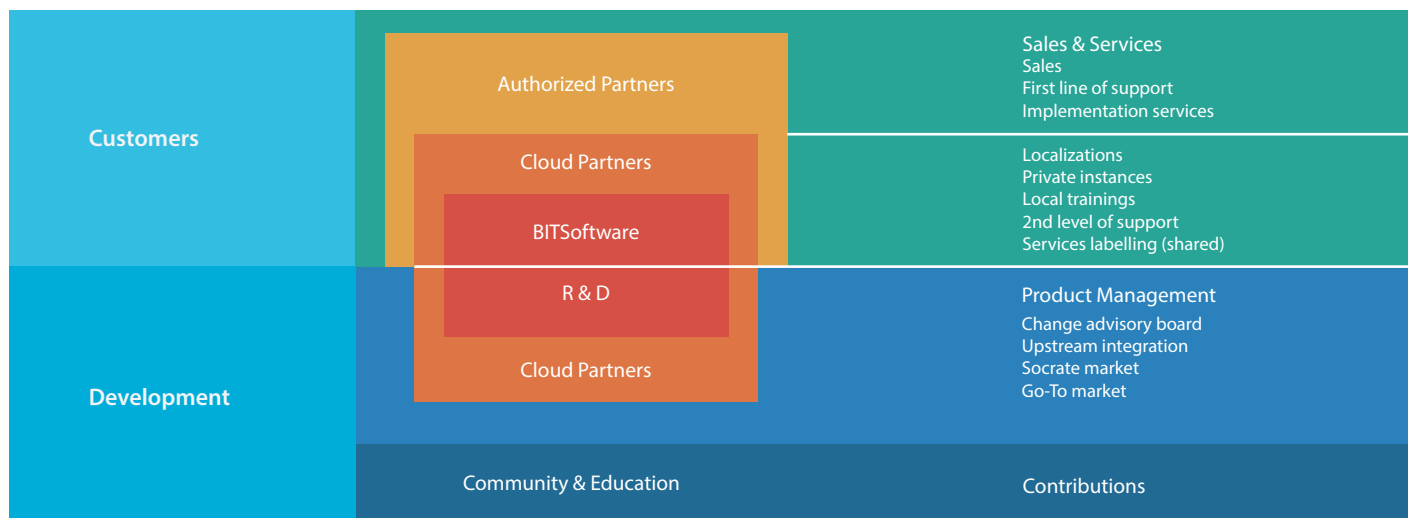## Flexible programs to support your business model

The partnership model for SocrateCloud is very flexible and supports two programs.

■ Value Added Reseller Program

In this model the partner provides the solution to the customer including first line of support. The solution is delivered in cloud, the instance could by public (shared instance) or private and is managed by BITSoftware or an Authorized Cloud Partner, which provides the second level of support to the partner.

■ Cloud Partner Program

The Cloud Partner can develop a network of Value Added Resellers or sell the solution directly to the final customer. This program allows the partner to offer the solution in cloud, in a public or private instance managed by BITSoftware, or in his own cloud, managed by the partner. The Cloud partner can develop components and offer specific customer application solutions (OEM) built on SocrateCloud platform, together with support, implementation and training services.

Customers	Authorized Partners	Sales & Services Sales First line of support Implementation services
	Cloud Partners	Localizations Private instances Local trainings 2nd level of support Services labelling (shared)
	BITSoftware	
Development	R & D	Product Management Change advisory board Upstream integration Socrate market Go-To market
	Cloud Partners	
	Community & Education	Contributions

Recurring revenue stream

BITSoftware provides a subscription based pricing model that enable partners to get a recurring revenue year-over-year.

Revenue opportunities include:
- sales of SocrateCloud subscriptions
- implementation and integration services
- training services
- development of extensions/components

BITSoftware ensures the necessary tools for partner to successfully succeed.

Marketing& Sales Tools
- co-branding
- website publishing
- co-marketing for events
- sales collaterals and materials

Trainings and Seminars

Technical support and instance administration

Success through strong partnership

Join the SocrateCloud Partner Program. Grow your business, win new customers and expand your services portfolio.