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Compleat Partner Program

Overview

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Contents

Empowering businesses to achieve the extraordinary.

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Finance department's requirements have fundamentally changed – both for existing customers & new prospects & they are reaching out to their ERP providers to address them.

Are you able to service these new & important requirements?

Digital Invoice Capture   AP Automation   Purchase to Pay

**Automation has become core accounting functionality requirements
& this will not change**

In these challenging times, every CFO is increasingly focused on managing their costs & improving corporate productivity to protect both cashflow & corporate profitability, while also addressing the disruption of manual processes in the new hybrid working environment.

The Commercial opportunity

It is already clear that sophisticated invoice capture & AP automation functionality has become a "must have" capability to service the growth in demand not only from existing customers but also to remain competitive in the majority of new business sales engagements.

For ERP authors & their reseller community that do not have these sophisticated functionality capabilities within their current offering, there are two choices:

- **Referral partnership with an ISV that offers these capabilities**
    - o   Minimal referral income (one off payment in first year)
    - o   No consulting revenue
    - o   No visibility or control (pre / post sales) over this core functionality

- **Compleat Reseller Partnership**
    - o   100% Top Line ARR billing for the life time of the customer subscription
    - o   Up to 45% margin for the lifetime of the customer subscription
    - o   100% of the consulting billing / margin
    - o   100% visibility & control (pre / post sales) over this core functionality
    - o   Option to white label these capabilities to reduce sales friction

If you accept that digital invoice capture & AP automation are now core functionality requirements for both existing & new customer sales, it must make commercial sense to build the long term strategic revenue stream to profitably service that demand.

Get in touch

Whether you want a demo, or just to ask some specific questions, use the button below to contact us in whichever way you prefer.

Contact us

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Compleat partner value proposition

The Compleat solution has been specifically designed for ERP authors & resellers to adopt as part of their core application offering as a fast & immediate solution to this new business demand.

Our partnership model makes it easy to achieve a 100% self-service experience for our Partners that includes every aspect of the relationship covering marketing, sales, enablement, configuration & consultancy, support & financial management.

Our Partners take 100% of top line billing to their customers, receiving excellent margins of their sales & all customer renewals for the life time of the customer relationship.

Most Partners "white label" Compleat & offer these capabilities as additional modules within their ERP application stack, driving sales to their installed base to reduce churn & strengthen their new business sales proposition.

All of which enabling Partners to remain focused on their core technology & application development while increasing their ARR sales growth for existing & new customers alike.

Compleat applications

Compleat provides a "pick & mix" solution that enables our Partners to select the components they need to strengthen their proposition, improve customer retention & new customer wins, improve margins by replacing legacy solutions, & build strategic ARR revenues to increase the value of their business.

Our four core capabilities are available independently or as a full purchase to pay capability with full real time integration with your ERP applications.

Digital Invoice Capture

- Add this capability to your solution *or*
- Replace legacy OCR technologies for a better solution with improved margins

Click here to find out more about Digital Invoice Capture.

Accounts Payable Automation with advance approval workflows

- Add this capability to your solution *or*
- Improve your offering with a "best of class" capability to delight your customers

Click here to find out more about Accounts Payable Automation.

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Integrated Online Buying

- Add this capability to your solution
    - o   Ability to integrate with EVERY vendor website
    - o   Created & deployed in a matter of minutes

- Replace legacy "Punch-Out" capabilities for a better solution with significantly improved margins

- Leverage our global partnership with Amazon Business & jointly developed "Punch-In" technologies for the ultimate buying experience
    - o   Including periodic Amazon Business & Business Prime initiatives & offers

    [Click here to find out more about Integrated Online Buying.](#)

Purchasing Automation (Purchase to Pay)

- Simplify the purchasing experience for non-stock / tail end related purchases
    - o   Increasing visibility & control over all purchasing before the order is placed
    - o   Low cost per user, to drive adoption by everyone involved in purchasing

- Extend your current purchasing & accounts payable functionality to provide fully automated invoice capture with 2 & 3 way purchase order / receipting & invoice matching

    [Click here to find out more about Purchase to Pay.](#)

Compleat Partner Technologies

- **Fully multi-tenanted SaaS application delivered through Microsoft Azure**
    - o   MS Azure Shards in multiple geographies
        - •   To meet local data protection legislation
        - •   Deliver the best user performance
        - •   Embedded world class security & disaster recovery capabilities

- **Fully multi-lingual / multi-currency support for global deployments**
    - o   Language support defined at user level
    - o   Enabling global deployments in any geography

- **"White Label" capability**
    - o   Enabling deployment as additional modules to current ERP stack
    - o   Reducing sales friction & drive faster customer adoption
    - o   Increasing customer stickiness
    - o   Increasing revenue per unit sale

- **Compleat API / Integrations**
    - o   Batch & real time integrations
        - •   Cloud to Cloud
        - •   Cloud to local deployments

- **Single Sign On support**
    - o   Simplifying user navigation between ERP core & Compleat applications

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- **Partner Self-Service Console**
  - o Create Compleat instances & ERP integrations in under 5 minutes
  - o Add users / applications / e-Invoice transaction credits
  - o Manage customer upgrades & renewals

- **Marketing & Sales**
  - o Comprehensive online marketing collateral
  - o Online sales tutorials / sales qualification / demonstration training
  - o Comprehensive demonstration sets for every sales person
  - o Simple pricing tools for accurate quotations

- **Configuration & support**
  - o Real time customer site access
    - for configuration
    - on-going support & training activities
  - o Comprehensive online documentation
    - Best practice configuration guidelines
    - Detailed functionality overviews & how to self-help
  - o Support Desk issue logging & escalations
  - o Full 2nd level support provided by Compleat

- **Billing & financial management**
  - o Comprehensive reporting to simplify
    - Initial billing of customers
    - Upgrades & on sales
    - Annual subscription renewals

Summary

The demand for digital invoice capture, AP automation & purchase to pay functionality is only going to grow.

Compleat is also very aware that every ERP author & reseller is bombarded daily by ISV's trying to sell their applications as a great "add on" sales opportunity - this is VERY different.

Digital invoice capture, AP automation & purchase to pay demand is increasingly seen by existing & new customers as core ERP functionality to meet their needs, not a "nice to have capability" at some future point.

The Compleat Partner proposition does not just tick a functionality box, it strengthens your core ERP proposition, delivers clear differentiation from competitive offerings & offered as a turnkey solution from a single provider - something that every customer always prefers.

And because we ONLY sell through our Partners, we are always 100% aligned in working with you to build a highly successful & mutually profitable long term relationship.

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Empowering businesses to achieve the extraordinary.