CORPORATER

Corporater Partner Program

Provide your customers with the best fit business solutions, increase your revenue, and gain more business

Building profitable customer relationships

Corporater puts customers and partners first with a proven track record of trusted, long-lasting partnerships. We collaborate with partners from around the world and offer different types of partnerships based on partners' expertise and desired level of engagement.

Corporater Partner Program is a powerful partnership program designed to help partners provide the best fit business solutions to their customers, increase revenue, and gain more business.

We believe that mutually beneficial partnerships is a critical aspect to a sustainable growth. Corporater works closely with selected partners to deliver trusted software solutions to customers around the world. Our partner program is designed for many different types of organizations ranging from consulting companies / domain experts to sales and IT partners / system integrators (SIs).

Increase your profit margin

Achieve an increased revenue, faster implementations, shorter sales cycles, and a greater, more sustainable ROI.

Enhance your product portfolio

Equip your customers with Corporater trusted solutions for governance, performance, risk, and compliance.

Accelerate your business growth

Accelerate your business growth by combing your expertise with Corporater proven technology.

Gain access to our Partner Portal

Gain access to training, demos, resources, and other business tools to grow your expertise with Corporater.

One platform. Countless opportunities.

Management Consulting / Domain Expert Partners

The days when consulting companies could deliver their advice as a PowerPoint or a Word document are over. Today's customers demand more. Corporater offers you a completely new way to service your clients.

As a management consulting / domain expert, there are three main ways for you to engage with us:

Use Corporater BMP as a consulting tool	Use Corporater BMP as a digitalization platform	Use Corporater BMP as a ServWare platform
Use Corporater BMP as a consulting tool to model software possibilities for your customers. At the end of your consulting engagement, you provide your customers with an access to an electronic copy of your consulting work.	As an extension to "Corporater BMP as a consulting tool," you take it a step further and use Corporater BMP as a full digitalization platform to configure your own signature business solutions that you may implement for your customers.	Use Corporater BMP as a ServWare platform — a platform where you you can service your clients on a continuous basis using your own signature software solutions. Support your clients with best in class services and software year after year.

With Corporater you can:

■ Build your IP / processes / domain expertise into the platform / solution	■ Offer your clients world class business solutions with your IP / processes / domain expertise built into the solution (signature solution)	■ Offer your clients world class business solutions with your IP / processes / domain expertise built into the solution (signature solution)
■ Use the solution as a digital consulting tool	■ Collaborate with your clients through the tool throughout the solution implementation	■ Collaborate with your clients through the tool throughout the solution implementation
■ Collaborate with your clients through the tool	■ Brand the solution as your own signature solution	■ Brand the solution as your own signature solution
■ Brand the solution with your brand	■ Stand out from competition with the new way of consult and implement solutions at your clients	■ Stand out from competition with the new way of consult and implement solutions at your clients
■ Stand out from competition with the new way of consult your clients	■ Leave behind a fully operating implemented solution with your customers	■ Leave behind a fully operating implemented solution with your customers
		■ Continuously service your clients by delivering value added services throughout the customer lifetime

Benefits:

■ Higher quality and better oversight	■ You follow your clients all the way — from advice to an implemented solution	■ You follow your clients all the way — from advice to an implemented solution
■ Lower effort for your team — have the client work in the tool as well	■ Deliver your own signature solution and ongoing services to your clients — year after year	■ Deliver your own signature solution and ongoing services to your clients — year after year
■ More profitable / less time consuming in documenting	■ Become more profitable — earn money by creating and selling your signature solution and servicing your clients on a continuous basis	■ Become more profitable — earn money by creating and selling your signature solution and servicing your clients on a continuous basis
■ More fun and energy — the new way of working has side effects that you might not be aware of	■ Become less people-dependent as the IP is embedded in the solution	■ Become less people-dependent as the IP is embedded in the solution
■ Low investments and no technology push onto your clients		■ Avoid the risk of letting competitors taking over the customer relationship — with your own signature solution and ongoing service delivery, you are safe

Sales and IT Partners / System Integrators (SIs)

If you know that your customers want off-the-shelf solutions and are not even considering to build their own solution, you may consider signing up for "Sales and IT Partners / System Integrators (SIs) partnership with Corporater. The benefits will be both for you as a partner, as well as for your clients that will experience working in a solid and a mature technology.

Use Corporater proven off-the-shelf GPRC solutions to expand your offering and grow your business

Simplify governance, performance, risk and compliance management for your customers with Corporater proven off-the-shelf GPRC solutions that are flexible, easy to use, and designed for your success. Corporater is built as a highly configurable software allowing you to create business solutions that fit your customers' specific business requirements.

With Corporater you can:

- Service your clients on their business management needs through the Business Management Platform
- Start building more high-end consulting capabilities in the business management domain
- Get access to the managerial levels that are inquiring about such solutions
- Partner with a software vendor that will stick to being a software vendor (and not a consulting company)
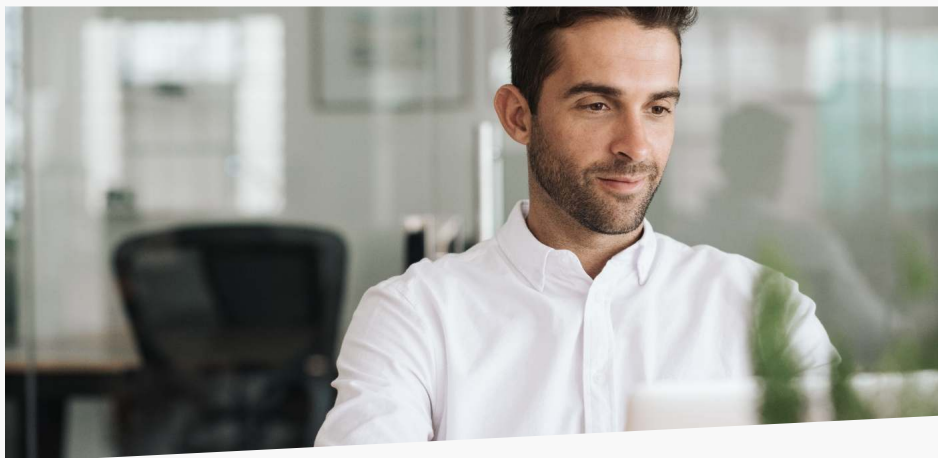
Benefits:

- Extend and service your clients within the Business Management Domain
- Increase your win rate and take more of the consulting business with your clients
- Utilize existing client relations and make more profit

Partnership Criteria:

- Partnership has a strategic anchoring within the SI
- Partner has a certain size and track-record
- Partner has sales capacity
- Partner has customers and prospects that solutions can be offered to
- Partner commits to training and certification, and invests in the partnership
- Partner sells, implements, and supports their customers
- Partner has marketing capabilities to generate leads

To learn more about Corporater Partner program, visit www.corporater.com/partner-program

Corporater Partner Portal

All Corporater partners enjoy access to Orbit - Corporater Partner Portal – a single, online, global gateway to Corporater partner tools and information needed to grow partners' expertise with Corporater.

Already a Corporater partner?

Log in now at **www.corporaterorbit.com**

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> **Corporater is a wonderful platform for business management. As you know business performance is now legislated by government as something that needs to be followed. I don't think we need to go and reinvent the wheel when you have a fantastic product like Corporater.**

adapt IT

Richard Siya Msweli
Head of New Markets | Adapt IT

CORPORATER

Corporater is a global software company that enables medium and large organizations worldwide to manage their business with integrated solutions for governance, performance, risk, and compliance built on a single platform.

We use our gains to make social impact.

www.corporater.com