



How we work with partners

*"It is rare to find a business partner who is selfless.
If you are lucky, it happens once in a lifetime."*

Michael Eisner

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Company

DocLogix is an Enterprise Document and Process management system with focus on the small and medium enterprises through the channel partners. Flexible architecture and deployment process allows multiple installations globally. Web based platform and graphical work-flow engine provides great revenue model. Finally, unique partner sales, training and support processes enable smooth onboarding and opens revenue potential.



DocLogix has been named 'National Winner' in the 2017-18 European Business Awards, Europe's largest business competition, sponsored by RSM.

Partnership

100% Channel

DocLogix does not compete with partners or target the end-customer market.

Partner onboarding

DocLogix starts this process with 1-2 weeks of training. During this period, we aim to train and certify at least 1 of the partner's employees to set up and run the DocLogix system. In addition, at least 1 real installation will be completed during this time, providing the partner with quick revenue. We believe in personal relationships, so we ask the partner to provide at least 1 fully dedicated employee during this period.

Quality and not quantity

DocLogix does not onboard more than 2 partners at the same time. We believe that only with dedication and attention to partners can we achieve major synergies and long-term goals.

Partner's account

Somebody from the DocLogix senior executive team will be the key account partner. This person can be reached by phone during the partner's working hours to solve major problems. Dedicated project managers will solve all daily and technical questions.

Support during the sales process

DocLogix wants to help partners in the sales process. We do this by preparing a live demo for the specific requirements that the customer of a partner may have. Our experience shows that a live demo exponentially increases the probability of winning a deal. The cost of this work is split 50/50 between the partner and DocLogix. We also assist in preparing webcasts.

Policy for new solutions built by partners

Each partner can build their own solutions on the DocLogix platform and use them for their competitive advantage. DocLogix architects will train the partner how to do this.



Marketing

DocLogix loves joint marketing actions. Our marketing team helps partners to prepare material, and we co-invest in events and campaigns. DocLogix partners receive hot leads from our website and digital marketing activities. A partner can spend up to 5% from their annual DocLogix sales on marketing initiatives.

Revenue potential

The DocLogix system allows the establishment of and support for a partner's business with less-experienced staff and cheaper resources. This is achieved through the extremely powerful DocLogix platform and visual-workflow de-signer. On top of that, a partner that reaches 100,000 pounds in sales per year receives additional 5% revenue from licenses for the following year.

