



## Partner Benefits

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### Account Manager

In order for you to deliver the highest level of service to your prospects and customers, we pledge to deliver that same level of service to you.

Our team of professional sales managers will stay in touch with your needs and concerns. These individuals are dedicated to working directly with your company, personally committed to removing obstacles and identifying opportunities for greater success. Your Account Manager will supply your sales team with product information, attend joint sales calls, conduct sales training, and assist you in seminars and product demonstrations. They will be happy to assist you in preparing quotes and proposals as well as identifying joint marketing opportunities.

### Discounts

FileVision offers an aggressive discount structure based on the partners level of participation in the program.

### Not for Resale (NFR) and Demonstration Software

Who better to sell FileVision than the true believers? That is why we offer our software to our Partners for internal use at a significant discount. You will receive your NFR license after you complete training. Demonstration software licensing is provided for demonstration purposes.

### Marketing Assistance

We understand the importance of marketing programs and know they can be expensive and time-consuming. To ensure your success and leave you free to focus your efforts on sales, we offer our marketing expertise.

Some of our end-user lead generation programs include seminars, trade shows and direct mail campaigns, all coordinated by our professional staff, focusing their time on your success.

### Sales Tools

Though customers share common characteristics, each is essentially unique. To construct the best sales presentation for each customer you need comprehensive information in a variety of mediums. FileVision provides our Partners with an extensive range of sales tools. Product literature, PowerPoint presentations, and case studies are available electronically.

### Training

Technical training classes on all aspects of FileVision are offered to your technical and sales staffs. Volume discounts are offered when multiple employees attend. Partners are allowed to register client system administrators.

### Technical Support

Fee-based support is offered over the phone for partners who have not completed our training course. Email support is free to all partners.

### Secure Web Site

A password-protected page on the FileVision web site is your resource for the latest information on the partner program, marketing tools and the benefits listed above.



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