



Partner Program

FileVision is dedicated to building a strong channel of highly-trained and qualified partners. As a result, we form partnerships only with select companies who share our vision for technical and service excellence. Our Partner Program provides each partner with the right tools, knowledge, training and support needed to succeed in not only selling the FileVision solution but in offering clients additional services such as network integration, business process consulting and vertical industry expertise.

Level of Participation

FileVision USA recognizes that each VAR is a unique business looking to achieve different goals by offering different services. With this principal in mind FileVision USA has designed a program that can accommodate all interested parties at a level they feel comfortable. The partner program is designed to offer benefits based on levels of participation and performance.

Sales Agent

The FileVision Sales Agent can offer qualified leads to FileVision and receive a commission once the contract is finalized. Sales Agents must complete a lead form to register prospects for marketing fulfillment purposes and to qualify for commission. In addition, a FileVision Sales Agent can choose to manage the entire FileVision sales cycle in return for a commission once the contract is finalized. The entire sales cycle includes prospecting, demonstrating and closing the sale. The FileVision Agent will receive sales training and demonstration software to aid in the sales process.

Level 1 - FileVision Certified Partner

The FileVision Certified Partner is interested in marketing FileVision as part of a solution to prospective clients. This solution may include other services the partner offers. The FileVision Certified Partner is required to complete the FileVision Partner Application and to actively participate in at least one FileVision implementation with a FileVision Implementation Specialist. Certified Partners are required to complete FileVision User/Technical Training and be able to conduct remote and onsite sales demonstrations of FileVision. FileVision Certified Partners will project annual sales targets that will be reviewed in a team effort, by FileVision USA and the Partner. During this period all sales and marketing activities for the previous twelve months will be reviewed and a future plan developed. Achieving the established annual sales targets will increase the sliding scale discounts offered on FileVision software license fees.

Level 2 - FileVision Professional Partner

In addition to meeting all of the same standards as the Certified Partner, the FileVision ProPartner must exceed the first sales goal target set as a Certified Partner. The FileVision ProPartner will offer front line support and end-user training to their clients and the clients of other Certified Partners. FileVision ProPartners will project annual sales targets that will be reviewed in a team effort, by FileVision USA and the Partner. During this period all sales and marketing activities for the previous twelve months will be reviewed and a future plan developed. Achieving the established annual sales targets will increase the sliding scale discount offered on FileVision software license fees.



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