Expand your portfolio with innovative aPaaS and SaaS solutions

Create a buzz in the Cloud with KeyedIn® Solutions

Industry-leading solutions to grow your business faster

In today's economy, organizations are looking for enterprise solutions that will help them work smarter and provide anytime, anywhere access without consuming IT resources or adding weight to the capital expense budget. The advantage is clear and the market is responding to the Cloud – and to KeyedIn® Solutions.

Why partner with KeyedIn?

- Best-in-class Cloud-based solutions
- Platform to build custom applications
- Dedicated partner support team
- Easy access to resources and tools
- Customized training and certification programs
- Business development and lead sharing
- Attractive revenue models

KeyedIn® Solutions helps organizations quickly realize the benefits of the Cloud through an innovative combination of application platform-as-a-service (aPaaS) and software-as-a-service (SaaS) business solutions. KeyedIn Partners have the opportunity to quickly capitalize on the movement to the Cloud, helping their clients simplify processes, improve performance and drive results.

Evolve to Cloud innovation

As a KeyedIn Partner, you can help your clients evolve to the Cloud in a way that makes business sense for everyone. Our unique aPaaS and SaaS solutions create significant market opportunities for Partners to help their clients fully realize the benefits of the Cloud in a variety of ways.

- Provide specialized Cloud-based business systems for manufacturing and project management
- Build new custom Cloud applications quickly – and resell what you create
- Extend your client's existing enterprise systems by building Cloud-based edge applications

You are successful because you service your clients with solutions that help ensure *their* success. Businesses are looking for solutions that are quick to provide value while offering greater flexibility and the ability to scale as needs dictate. And the market continues to validate the trend towards the Cloud, projecting that one of every five IT dollars will be spent on Cloud-based solutions; growing spending to $32B by 2016[1]. KeyedIn is experiencing the benefits of the evolution to the Cloud, and you should too.

The right Cloud solutions at the right time

Based on our early success, we developed the KeyedIn Partner Program to help us reach new markets faster. Today, the KeyedIn Partner Program is successful due to the intense commitment we make to our partner channel. Our aim is to help you succeed with dedicated support and easy access to resources so that you earn results fast – both in terms of added revenue and satisfied customers.

" *SaaS delivery will grow nearly 5 times faster than traditional software delivery.* "

Source: IDC Worldwide SaaS and Cloud Software 2012-2016 Forecast & 2011 Vendor Shares.

[1] IDC Worldwide SaaS and Cloud Software 2012-2016 Forecast & 2011 Vendor Shares. Gartner Research, October 2012.

Earn a faster return

As a Partner offering KeyedIn® Cloud-based aPaaS and SaaS solutions, you will be in a position to quickly capitalize on the evolution to the Cloud, while delivering the applications your clients demand. In an agile aPaaS/SaaS environment, implementation is determined in weeks rather than months, meaning your clients receive a faster return on their investment – and you do too. Why sweat through lengthy, hard-wired on-premise implementations when you can serve more clients faster via the Cloud? And, depending on the KeyedIn Partner relationship you choose, you could benefit from multi-year incentives.

> *43% of enterprises will use PaaS by 2015*
>
> *Source: Red Hat*

TOP 5 FACTORS DRIVING THE ADOPTION OF CLOUD-BASED APPLICATIONS	
BENEFIT TO BUSINESS[2]	**BENEFIT TO KEYEDIN PARTNER**
1. Lower total cost of ownership	**Shortened sales cycle.** Without the need for added capital equipment and IT resources, clients are empowered to close the deal faster.
2. Easier and/or faster to implement	**Faster to go-live and final billing.** On-premise solutions can take months, even years to fully implement. Cloud-enabled, aPaaS and SaaS-based solutions dramatically cut implementation time, so you receive your compensation faster.
3. Best alternative for deployment of new regional systems	**Fast, flexible and scalable.** Cloud-based solutions are developed to easily scale and integrate with third party systems, giving Partners added opportunities with multi-site organizations.
4. Limited capital expense	**Saving time and expense for your clients.** Without weighty capital expenses – and approvals – our Partners are able to help their clients achieve business results faster.
5. Higher user acceptance	**Extremely satisfied customers.** Access anywhere, anytime – along with the intuitive nature of Cloud-based applications, enhances usability and acceptance.

Create an advantage through the power of the platform

The KeyedIn Konfigure™ Platform gives KeyedIn Partners a distinct competitive advantage and a unique position among aPaaS and SaaS providers. Konfigure aPaaS enables both the ability to build new Cloud-based applications quickly and allows KeyedIn software systems to be custom configured to the precise needs of your customers and the markets you (and they) serve. The power of the Platform gives KeyedIn Partners unprecedented agility and unlimited revenue opportunities.

You are in control

You know your customers and the best approach to serve them and introduce them to KeyedIn® Solutions. Towards that end, we have developed partnership options based on various levels of engagement. You choose the program that best fits your needs today. Later, if you want to grow or change your partner commitment, we can easily migrate you to another program.

No matter which partner program you choose, KeyedIn will support you with the tools and resources to help you close the deal fast. Our commitment is to do what we do best; provide you with selling resources, successful implementations and stellar support. You'll glow in the satisfaction of your customers.

WHICH PROGRAM IS RIGHT FOR YOU?		
	PARTNER PROGRAM	**COMMITMENT = LEVEL OF RETURN**
Reseller Partner	Reseller Partners sell KeyedIn-branded solutions directly to their defined market. Reseller Partners drive the sales process and manage the customer relationship with the support of the KeyedIn team and resources. Reseller Partners who have completed the KeyedIn Certification Program may also provide implementation services, or elect KeyedIn to do so. Reseller Partners receive a generous percentage of the initial contract value for up to six years.	More commitment to managing the sales cycle directly translates into more sustainable revenue.
Referral Partner	Armed with KeyedIn tools and information, Referral Partners simply refer opportunities to KeyedIn who drives the sale and manages the customer relationship. In exchange, Referral Partners receive a percentage of the initial contract value.	Easy way to initiate a new revenue stream with no overhead.
OEM Partner	OEM Partners realize the demand for KeyedIn applications in their market and rather than spend the time and money to develop their own solutions, opt to rebrand KeyedIn software under their own label. OEM Partners sell the product through their own sales channels and fully manage the customer relationship, including software implementation and support services. An OEM Partner contract is established based on product and volume, with KeyedIn receiving a license/royalty fee.	Fully engaged in building a dedicated product line around the KeyedIn application. With the added level of commitment to support the product and drive the business, OEM Partners are rewarded with a new revenue stream that they own and manage.

[2] Source: Gartner Research, October 2012.

Dedicated to your success

As a KeyedIn® Partner, you become a core member of the KeyedIn team and through the KeyedIn Excellence Program, you also become an expert on our solutions.

The KeyedIn Excellence Program was developed to drive product excellence – ensuring that KeyedIn Partners and their customers receive the product education and training needed to fully realize all the benefits of our solutions. Armed with knowledge and backed by your KeyedIn team, you'll be in a position to quickly translate your KeyedIn partnership into real business opportunities.

And while the KeyedIn Excellence Program provides the product education to address your client's needs, close the sale and implement solutions, the QuickStart program provides all the sales and marketing tools to build and drive the sales pipeline.

Kick-start with QuickStart

Quick▶Start™

Our exclusive QuickStart™ program gives you quick access to the tools and resources to help you kick-start and grow your KeyedIn business faster. Central to the QuickStart program is a website exclusive to our partners. This site provides sales resources, product training, demos and access to the same proven marketing tools KeyedIn uses in their own lead generation campaigns. These tools, coupled with our generous compensation model, gives partners the incentive and support to grow their KeyedIn business fast while creating a sustainable revenue stream.

	RESELLER PARTNER	REFERRAL PARTNER	OEM PARTNER
Dedicated KeyedIn resources to support and help drive your KeyedIn business.	✔	✔	✔
Access to sales and marketing resources.	✔	✔	✔
KeyedIn Excellence comprehensive product training program.	✔		✔
KeyedIn Excellence certification programs.	✔		✔
Access to the QuickStart Partner website for sales, marketing, product and implementation information, and training materials.	✔		✔
Business development support and lead-sharing opportunities.	✔		
Advanced technical, integration and implementation training.			✔
Eligible to participate on product advisory board(s)			✔

You become the expert

To help you achieve your sales goals, we know you'll want to become as knowledgeable and comfortable selling our solutions as we are. As such, the KeyedIn® Excellence Program was developed to provide comprehensive product training and certification programs for each type of partner program we offer. Sessions cover sales, marketing, implementation and customer support, and are delivered via classroom, webinar or online self-paced instruction. Your KeyedIn representative will work with you to develop a training program that fits your schedule and helps you succeed.

Join the team today

With dedicated support, regular communication and flexible, relevant training - coupled with innovative aPaaS and SaaS solutions - KeyedIn offers an opportunity to propel you forward and position your business for the future in the Cloud. We hope you will consider joining our team as a KeyedIn Partner.

Find out more at KeyedIn.com or contact your area representative today to get started.

The KeyedIn Partner Advantage

- **Generate new revenue and gain a competitive edge with in-demand Cloud-based solutions**
- **Deliver proven, flexible solutions that meet your client's requirements**
- **Quickly build your own custom Cloud applications**
- **Close sales faster and hit your revenue targets by leveraging the resources available through the KeyedIn Excellence and exclusive QuickStart programs**
- **Exude confidence as a subject-matter expert following our comprehensive training and certification programs**
- **Build your brand and reputation as a solutions leader in your industry or vertical market**

Expand your portfolio with KeyedIn Solutions

KONFIGURE®

aPaaS for building custom enterprise-level applications

Konfigure™ aPaaS rapid application development platform, gives partners the ability to custom configure KeyedIn systems to the unique needs of a business or industry. The no code Konfigure Platform also has the power to create new Cloud-based applications up to 70% faster than traditional software development.

KEYEDIN® PROJECTS

Strategy-led and execution-driven Cloud-based project management solutions

KeyedIn® Projects helps businesses and service organizations improve everything from project initiation to execution by managing programs based on top-line strategy and delivering profitable projects to the bottom line. Systems are offered for project management offices (PMO) and professional service organizations (PSO) and are available in small business, professional, and enterprise editions.

KEYEDIN® MANUFACTURING

Configurable Cloud ERP to drive operational excellence

KeyedIn® Manufacturing is an ERP system that helps manufacturers work smarter so they can increase productivity, deliver on time, and gain a competitive advantage. Editions are offered for the small business, distributed enterprise, and for custom sign manufacturers.

Find out more now.

Visit www.keyedin.com or call 888-960-5472

About KeyedIn® Solutions

KeyedIn® Solutions helps organizations simplify business processes, improve performance and drive results in the Cloud through an innovative combination of aPaaS and SaaS business solutions.

The company's SaaS-based business systems include KeyedIn Manufacturing, a configurable Cloud ERP that drives operational excellence for manufacturers, and KeyedIn Projects, a strategy-led and execution-driven project management solution. KeyedIn Konfigure aPaaS is transforming custom enterprise-level application development, building new business systems and system components with greater speed, agility, and innovation.

When businesses need results fast, they look to the Cloud – and turn to KeyedIn Solutions. You should too. Keep up with us at **www.keyedin.com**.

KEYEDIN®
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Driving Business Performance
with Cloud Solutions

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