

OMNINET Partner Program

Overview OMNINET Partner Program

Content

1.	OMNINET PROJECT PARTNER	3
2.	OMNINET SALES PARTNER	3
3.	OMNINET TIP PARTNER	3
4.	REQUIREMENTS	4
5.	ADVANTAGES	5

1. OMNINET Project Partner

Project Partners have the knowledge to actively market and introduce the product "OMNITRACKER" to clients. They advise interested parties on the OMNITRACKER service portfolio, acquire customers with their own sales staff and generate orders. Project fulfillment (training, installation, customizing and OMNITRACKER 1st level support) is usually handled by the **Project Partner** itself.

For sales, consulting and support activities, the **Project Partner** receives the purchasing conditions specified in the partner contract.

2. OMNINET Sales Partner

Sales Partners possess customer and contractual relationships to actively market the product "OMNITRACKER". They advise their own existing customers on the OMNITRACKER service portfolio and undertake the resale of OMNITRACKER software as well as maintenance and services to these end customers in their own contractual relationship and in accordance with the valid OMNITRACKER price list. The project fulfillment (training, installation, customizing and support) of OMNITRACKER-specific orders is carried out exclusively by OMNINET itself as sole contractor.

The **Sales Partner** receives the purchasing conditions defined for this purpose in the partner contract for sales activities with regard to its own customer base.

3. OMNINET Tip Partner

Tip Partners pass on contacts from potential interested parties to OMNINET, possibly with additional sales-promoting information. OMNINET is responsible for the final acquisition and project management.

The **Tip Partner** receives a one-off provision for the sales activities from the currently negotiated project turnover.

4. Requirements

	Project Partner	Sales Partner
Number of employees	> 20 employees	> 5 employees
Administrator for OMNITRACKER	>=2	>= 1
Consultant for OMNITRACKER	>=2	
ITIL certificated employees	>=2	>=1
Sales representatives for OMNITRACKER	>=2	>=2
Own facilities for software demonstrations and customer meetings	✓	✓
Independent conduct of standard demonstrations	✓	✓
Regularly, project- and opportunity-related forecasting	✓	✓
Organization of in-house exhibitions, seminars	✓	✓

5. Advantages

	Project Partner	Sales Partner
Special conditions for participation in further trainings	✓	✓
OMNITRACKER in-house partner-license for productive use during a partnership	Optional, after one-off payment	
Development platform OMNITRACKER	✓	
Development rights for self-built OMNITRACKER standard applications /plug-ins	✓	
Presentation version OMNITRACKER	✓	✓
Sales Support: number of presentations per month (Travel expenses have to be paid by partner)	3 online + 1 live	2 online + 1 live
Entrance to Partner Portal	✓	✓
Partner access to OMNINET Forum	✓	✓
Partner kit	✓	✓
Marketing set: flyer, brochures and data sheets	✓	✓
Participation in marketing activities	✓	✓
Participation in media campaigns	✓	✓
Presentation at the OMNINET web site	✓	✓
Participation in OMNINET partner - meetings (with costs)	✓	✓

The company

Our primary goal is to satisfy our clients by offering high-quality products and services as well as first-class service.

In addition, we consistently implement the needs and desires of our clients with regard to product content, quality and deadline. The service that we provide to our clients does not end when the contract is signed: it is only the beginning.

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Document replaces all previous descriptions