

Help Clients Drive Fast, Easy, and Accurate Decisions

Partner with Solver and provide your clients with an extended Financial Planning and Analysis (xFP&A) solution that consolidates data from multiple financial and business applications to accelerate better decisions.

“Solver’s collaborative partnering strategy led us to build our significant Solver Practice in 12 months. Our clients saw immediate value in the turnkey reports and budget templates.”

- Mark Wagner, CPA, Director, Technology Consulting

Why Partner with Solver



Provide World Class FP&A
to Your Customers



Grow Recurring
Revenue System



Build a Strong Solver
Services Practice

Solver Partners Receive:

- **New and Recurring Revenue Streams** - Reselling partners get recurring revenue while driving growth and value for clients
- **Dedicated Partner Team** - To help get you onboarded and manage the relationship
- **Effortless Implementation** - Patented QuickStart integration technology gets clients financial reporting in days instead of weeks
- **Marketing Tools to Drive Demand** – Partner Portal for deal reg, shareable content and marketing campaigns
- **Self-Paced Training** – Available at no cost via the Solver Sales Academy
- **Tiered Program to Grow** – Fast track to get started closing deals and a pathway to build a Solver Practice across your organization and customer base

The Path from Referral to Reselling Partner

Start as a Referral Partner

1. Solver sales and presales teams will lead the effort with opportunities you provide.
2. Collaborate and win 3 new Solver deals
3. Complete a Solver Onboarding Plan
4. Sign a Reseller Agreement
5. Build your Solver Practice!

Margin on each new deal:



Who's a Fit for Solver?

- **Mid-market companies** with more than 75 employees and \$20M to \$1B in revenue
- **Industry Focus:** SaaS, finance, healthcare, manufacturing and distribution, nonprofit, real estate/construction, retail, horizontal
- **Need a data warehouse to combine ERP and other data** for reporting and planning (POS, membership, payroll, webstats, etc.)
 - Multi-company consolidation requirements
 - Budgeting and forecasting requirements
 - Advanced planning requirements
- **Migrating data** from a legacy ERP
- Looking for a **cloud-based FP&A** solution
- Desires to move away from a **spreadsheet-based process for budgeting and forecasting**
- Have a **FP&A group and de-centralized budgeting**
- **Needs detailed budgeting and forecasting** that can be rolled up to GL account level
- Business units need **ability to manage own budgets and forecasts**
- Wants to benefit from **modeling scenarios, such as what-if analysis, multi-scenario planning, and predictive planning**

Why Solver?

- Founded in 1996
- Headquartered in California, with 15 offices globally
- One of the first FP&A solutions to offer a web portal globally
- Experienced team with deep expertise on FP&A and Business Intelligence
- Recognized as a G2 Leader in Corporate Performance Management
- SOC 2 and HIPAA Certified/Compliant

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