

## 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 xFP&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, senior living, 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

## Are you a publisher or ISV? Ask about our Alliance Partner Program

