The 1 EDI Source Partner Network

The 1 EDI Source Partner Network is an ecosystem of services, reseller, referral, cloud hosting and integration partners. The network is dedicated to providing each client with the highest degree of integration services and software satisfaction.

Partners in the program receive access to sales support, marketing, training, solutions support, demo environments and other enabling tool sets and personnel.

The Partner Network is designed to help partners grow their business by offering innovative 1 EDI Source products and services or by offering 1 EDI Source products with partner delivered services.

Our Value Proposition

1 EDI Source's partner programs are designed to provide significant value to each service and technology partner in exchange for the partner's commitment to the program.

Referral

Our referral program allows partners to grow revenue with the smallest possible investment in time and resources. It's simple: identify leads, register them with our sales team and then we do the rest. If we close the deal, you get a check. The more deals we close from your leads, the more revenue your business generates. As you close more deals, the revenue share percent grows as well.

Reseller

Our reseller partners achieve even higher value. Resellers own the client relationship, sell the solution to the client and have the choice to deliver client support; increasing the partner's share of the client revenue.

Services

Services partners have the greatest opportunity to grow revenue. Not only do services partners maintain the client relationship during the sales and support processes; services partners also deliver the professional services needed to on-board and expand the client's solution. These services can include trading partner on-boarding, integration writing, EDI mapping and much more. Our services partners also deliver Tier 1 client support to their clients.

Integration

Integration partners deliver the initial go-live ecosystem to the client. An integration partner will set up the environment, on-board the trading partners, and implement any integration or EDI maps. Integration partners will typically pass the client relationship to 1 EDI Source once the solution is implemented.

Cloud

Cloud partners are given the right to use 1 EDI Source in a public cloud, creating a clearing house for EDI transactions. Most cloud partners use 1 EDI Source in connection with other cloud software they currently deliver to their clients.

Within Each Partnership Type, 1 EDI Source Has Three Tiers of Trade Support

Silver level membership provides basic development, support, training and marketing resources.

Gold members experience faster business growth, and receive access to the 1 EDI Source reseller channel, co-branded references and more.

Platinum members receive all of the benefits of Silver and Gold along with qualified lead generation opportunities, joint go-to-market campaigns, market development funds and more. The Platinum membership is by invitation only.

PARTNERSHIP INCENTIVES	SILVER	GOLD	PLATINUM
Product & Services Discounts - Per Each Level	✓	✓	✓
1 EDI Source Partner Portal	✓	✓	✓
Software & Demo Licenses	✓	✓	✓
1 EDI Source Software Demo Environment	✓	✓	✓
Technical Support	✓	✓	✓
Logo & Co-branding Support	✓	✓	✓
Listing on 1 EDI Source Website	✓	✓	✓
Sales & SE Support for Demos & Discovery Calls	✓	✓	✓
Discounted Education & Training	✓	✓	✓
Proposal Writing & Review Assistance	✓	✓	✓
Free Education & Training		✓	✓
Co-branded MARCOM		✓	✓
Joint Sales Engagements		✓	✓
Product Roadmap & Strategy Briefings		✓	✓
Access to the Partner Council		✓	✓
Access to 1 EDI Source Reseller Channel		✓	✓
Yearly Business Planning Sessions		✓	✓
Co-branded References & Case Studies		✓	✓
Quarterly Business Planning Sessions			✓
1 EDI Source Qualified Lead Gen Program Access			✓
Customized Go-to-Market Plans			✓
Exclusive Territories/Markets			✓
Market Development Funds			✓
Co-branded Trade Show Attendance			✓

1EDISource
an Epicor solution

Call: 440.519.7800 x149 today!
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