




## M-Files Partnership Levels

Motive Systems offers three partnership levels for marketing, selling and supporting the M-Files document management software.

| BENEFITS  | <u>Level 1 =</u><br><u>Authorized Reseller</u>                                    | <u>Level 2 =</u><br><u>Solution Provider</u>                                       | <u>Level 3 = Premium</u><br><u>Solution Provider</u>                                |
|---|---|--|---|
|   |  |  |  |
| Listed as an Authorized Reseller and/or Solution Partner on our web site for your region                          | X   | X  | X   |
| Not-for-resale M-Files licenses for sales and support purposes  | X   | X  | X   |
| M-Files product training held online or in person at US or Finland offices  | X   | X  | X   |
| Commission on New Licenses and Subscription Renewals<br><b>(% increases w/ level)</b>                             | X   | X  | X   |
| Sales assistance on qualified opportunities   | X   | X  | X   |
| Access to the M-Files partner portal for sales and marketing materials, product information, updates, and support | X   | X  | X   |
| Sell and deliver professional services to M-Files clients   |   | X  | X   |
| Technical consulting assistance from Motive Systems   |   | X  | X   |
| Joint marketing efforts   |   |  | X   |
| Lead allocation and deal registration   |   |  | X   |

## M-Files Partner Requirements

The more you commit to making M-Files successful, the more we will reward you. We do however require more from your company in exchange for a higher commission percentage.

| REQUIREMENTS  | <u>Level 1 =<br/>Authorized Reseller</u><br> | <u>Level 2 =<br/>Solution Provider</u><br> | <u>Level 3 = Premium<br/>Solution Provider</u><br> |
|---|---|--|---|
| Sign Reseller Agreement   | X   | X  | X   |
| Employ one person for M-Files sales/support activities                    | X   | X  | X   |
| Actively market and promote M-Files                                       | X   | X  | X   |
| Provide first-level end-user support                                      | X   | X  | X   |
| Offer installation, support, and training services for M-Files customers  |   | X  | X   |
| Participate in M-Files Administrator training                             |   | X  | X   |
| Employ full-time sales staff for actively marketing and promoting M-Files |   |  | X   |
| Commit to generating 5 new M-Files opportunities per month                |   |  | X   |
| Implement M-Files for production use in your own operation                |   |  | X   |

### Interested in Learning More?

Complete the application found via the following [Partner Application Link](#) and then fax to +1-972-516-4211 or submit by email to [sales@m-files.com](mailto:sales@m-files.com). A Motive Systems representative will respond to your inquiry within 24 hours.

Thank you again for your interest in M-Files and we look forward to working with you!