




## 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> <u>Authorized Reseller</u>	<u>Level 2 =</u> <u>Solution Provider</u>	<u>Level 3 = Premium</u> <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 <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 = Authorized Reseller</u> 	<u>Level 2 = Solution Provider</u> 	<u>Level 3 = Premium Solution Provider</u> 
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 [partners@m-files.com](mailto:partners@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!