



# THE SKY'S THE LIMIT

## M-FILES PARTNER OPPORTUNITIES

### Who

M-Files Inc. with US headquarters in Dallas, TX, and worldwide headquarters in Finland, develops M-Files easy-to-use, professional document management software and the cloud-based document management service M-Files Cloud Vault. With an existing foundation of 15,000+ customers worldwide and consistent double-digit annual growth, we are currently seeking strategic partners in the hardware, software, and IT industries that are interested in adding a product that is easy to sell and service, but most importantly easy to use for the customer.



### What

M-Files allows companies of all sizes to make dramatic gains in efficiency and productivity by improving the way they organize and manage their business documents, information, and processes - all without requiring employees to change the way they work. M-Files works like Windows Explorer, so the vault is accessed like My Documents, it's just faster and more secure. M-Files can be used to manage data from all Windows applications and it seamlessly integrates with existing business systems such as ERP, CRM, Billing systems, etc. And most importantly, since M-Files is so simple and easy to use, end user adoption, referrals, and repeat business are the standard.

M-Files also supports formal integrations with these 3rd party solutions:

- Microsoft Dynamics (CRM, AX, GP, NAV, and SL)
- Microsoft SharePoint (MOSS 7.0, MOSS 2010, and WSS 3.0)
- Salesforce
- NetSuite
- Autotask
- Kofax Express
- PSIGEN

**MORE THAN  
15,000  
CUSTOMERS &  
150 PARTNERS  
IN 80 COUNTRIES  
AND GROWING**

**“[M-Files] key strengths include its flexible pricing, easy installation, and intuitive user interface.”**

**-- Buyers Laboratory Inc. (BLI)**

## Where

M-Files is used at over 15,000 customer sites in over 80 countries worldwide. M-Files can be used within any industry and has established well known reference customers including AstraZeneca, BSA LifeStructures, EADS, FinnComm Airlines, Parker Hannifin, and United Nations. M-Files customers range in size from a few users to many thousands. Our recent growth has been in the following industries:

- Accounting & Financial Services
- Architecture, Engineering, and Construction (AEC)
- Legal
- Manufacturing
- Medical & Healthcare
- Pharmaceutical & Life Sciences
- Real Estate

We're looking for partners that have a proven sales and marketing process and a track record of providing value-added services, solutions, and support to customers. M-Files Partners can expect the following primary benefits:

- Industry leading margins- up to 50% off MSRP
- Incremental license and service revenue opportunities
- Qualified Leads
- On demand pre and post sales support
- Preferred status in your vertical market or geographic region
- Go to market guidance
- Partner portal with sales, marketing, and training information
- Integration and vertical solutions expertise
- Huge market – literally every business needs document management technology

## When

The M-Files Partner Program has proven to provide an effective business model in helping solution providers and value-added resellers generate a new revenue source in the rapidly growing, multi-billion dollar document management industry. Contact us TODAY at 1-800-224-4074 or [sales@m-files.com](mailto:sales@m-files.com) to learn how the M-Files Partner Program can help your business grow.

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**“While there are many offerings in this space, the market for this sort of product is massive. Hence, there’s an opportunity for many vendors to be successful in their particular niche.”**

**-- GigaOM**

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