



## Computhink Partner Program

### An Exceptional Opportunity...

Computhink understands the significant value of combining our leading document / content management and application enabling solutions with the specialized knowledge and professional services of alliance Partner organizations. Our company employees are proud of the fact that ViewWise® is sold exclusively through the Computhink Certified Partner Channel of Value-Added Resellers, Systems Integrators, Office Equipment Dealers, Managed Service and Solution Providers, Consultants, and OEM Partners around North America and the rest of the world.

To become a **Computhink Certified Partner** ★★★ is to join an elite membership. We maintain a commitment to keep our channel selective so we may continue to heavily focus on support for each Partner across the business spectrum. Having less than 150 channel Partners in North America today, we devote the resources to help you multiply sales of ViewWise solutions and ensure our mutual success. Our growth depends on it.

*It doesn't matter if you are a reseller or customer; you are part of the Computhink Family. They respond to us and our customers as if we were their only concern. We know our customers will never be overlooked.*  
– Don Cafasso, VP, Ossafac Solutions, Inc.

Therefore, a full complement of marketing, sales, training, educational materials, and technical resources and provisions are made available to our Certified Partners. The program is designed to make it extraordinarily easy for you to integrate our products into your go-to-market strategy.

Our approach of treating Partners as an integral aspect of our business builds strong, long lasting business relationships and greatly strengthens our channel as a whole. It helps Computhink



penetrate key vertical markets by leveraging the expertise of Partners who already have experience and contacts in said vertical markets.

Electing to forego the management of a large direct sales force, our inside and field channel sales and marketing professionals are well-equipped to assist Certified Partners with the

resources, leads, and support they need to aggressively push ViewWise solutions in their local areas. Further, focusing ViewWise implementation efforts through the channel means our development team gets direct feedback from resellers and integrators enabling them to respond quickly and effectively to evolving customer and market demands.

If our partners are happy, Computhink is happy. From that motto is born the Computhink Partner Program.



# Computhink Partner Program

## Value for Your Business

As a Computhink Solution Provider Partner, you will have the luxury of offering your customers the most comprehensive and flexible document / content management solution available.

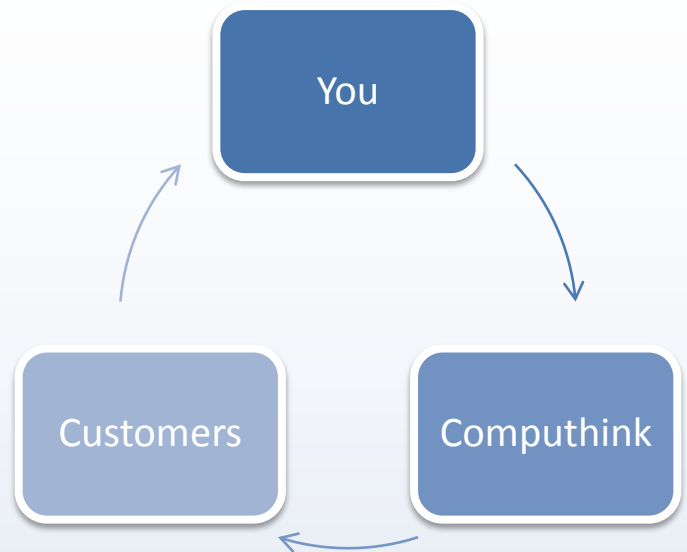
### Deliver Solutions to Immediate Customer Requirements

Today over 6,000 compliance mandates exist across all industries and pertain to businesses of all sizes. These mandates, in some form or another, address the way that organizations manage, secure, access, purge, and archive critical information which may come in a wide variety of formats. Your customers look to you to provide them the most comprehensive solution at an affordable price.

### Vertical Market Expansion

We work with you to build complete solutions around ViewWise and actively help market your developments through our relationships with various industry influencers such as trade magazines and online newsletters. Powerful versatility enables our application to be easily implemented in various vertical markets noted below and more.

Accounting	A/E/C	Education
Financial Services	Banking	State Government
Local Government	Healthcare	Legal
Manufacturing	Not for Profit	Transportation



### Drive Demand for Your Professional Services

Billable hours are a natural component to any professionally implemented document management solution. Needs analysis, implementation planning, installation and configuration, training, and first-line of support are all ways to add revenue opportunity to the generous software and upgrade assurance profit margins outlined in the Computhink Partner Program. On top of this, any required hardware you might sell such as scanners, servers, database, etc only add to the possibilities.

### Generous Profitability

Whether you commit as a **Certified Partner**☆☆☆ or **Referral Partner**, you'll benefit from excellent starting discount margins on both software and annual upgrade assurance agreements your organization sells. Add professional services, hardware, and storage to make "the total solution".

### Discover Document Management

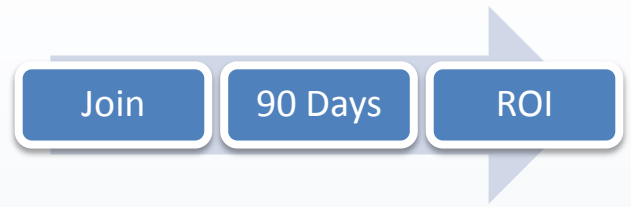
Go to [www.computhink.com](http://www.computhink.com) to register for a **free demo** of our product and all of these amazing features!



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## Program Features and Benefits

Computhink products are sold exclusively through Computhink’s Reseller Partner Network Program. This program is designed for resellers, integrators, ISV’s, consultants, and service providers. Partners in the program choose one of two levels to meet their business model objectives.



**Certified Partners** ★★☆☆ are partners that commit to market, sell and support Computhink products. Certified partners in return receive strong sales and technical support, certification training, profit sharing and more. Certified Partners also receive joint-market development funds, qualified leads, field-level representation, business planning, profit accelerators, and more in exchange for revenue commitments and an aggressive sales focus. Since ROI is achieved with the first sale, Partners benefit from the Quick Start Program to help **launch ViewWise in the first 90 days**, which means ROI can be achieved almost instantly as a reseller and earn three levels of coop marketing funds.

**Referral Partners** are those partners not yet ready to commit to becoming fully certified, but yet who have customers with a need for Document Management Solutions. Under the referral program, partners pass on potential clients to their Computhink Regional Business Development Manager and in return receive a generous referral fee if a deal closes.

### Below are just some of the benefits Certified Partners will receive.

- Earned Margins
- Market Development co-op
- Partner Exclusive Website
- Quarterly Newsletter
- Evaluation Software
- Creative Lease Option Referrals
- Web Seminars
- Dedicated Sales Representative
- Sales Training and Tools
- Priority Personalized Support
- Active Partnering
- Compliance Regulations
- Flexible Product Conversion Pricing
- Proactive Co-Marketing
- Qualified Sales Leads
- Product Training
- Networking Events
- Senior-Level Tech Engineer
- Vertical Market Solutions
- Mutual Business Development
- Knowledge Sharing



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## About ViewWise

### Benefits

- Proven, Innovative IDM Solutions for both the SMB and Enterprise
- Open Architecture and Optional SDK provides Simple Yet Comprehensive Integration
- Full Range of Support including Technical, Professional Services, Marketing, and Financial Services
- Dedicated Channel Professionals to Develop a Mutually Important Joint Business Endeavor
- Attractive Customer Pricing - High Profit Margins
- Certification Training
- Flexible Pricing for Competitive Situations
- Vertical Application Sales Tools

### Recognition, Awards, and Accomplishments

- *Business Solutions Magazine* "Best Channel Vendor 2009 and 2010"
- Top ranking of 4.5 stars from *CPA Technology Advisor*
- Microsoft "Front Runner" for forward-thinking ViewWise integration
- *Business Solutions Magazine* "Best Channel Product 2009"
- Computhink reached 15<sup>th</sup> Anniversary in 2009.



## About Computhink

Computhink provides Document Management/Content Management solutions for secure information sharing and compliance, targeting small and medium size organizations. Computhink's ViewWise® streamlines business processes, improves customer service, reduces costs and ensures compliance.

### To Learn More...

Computhink works through a network of value added resellers located throughout the country. To find a reseller located near you, contact us at [sales@computhink.com](mailto:sales@computhink.com) or by phone at **1-800-988-4465**.