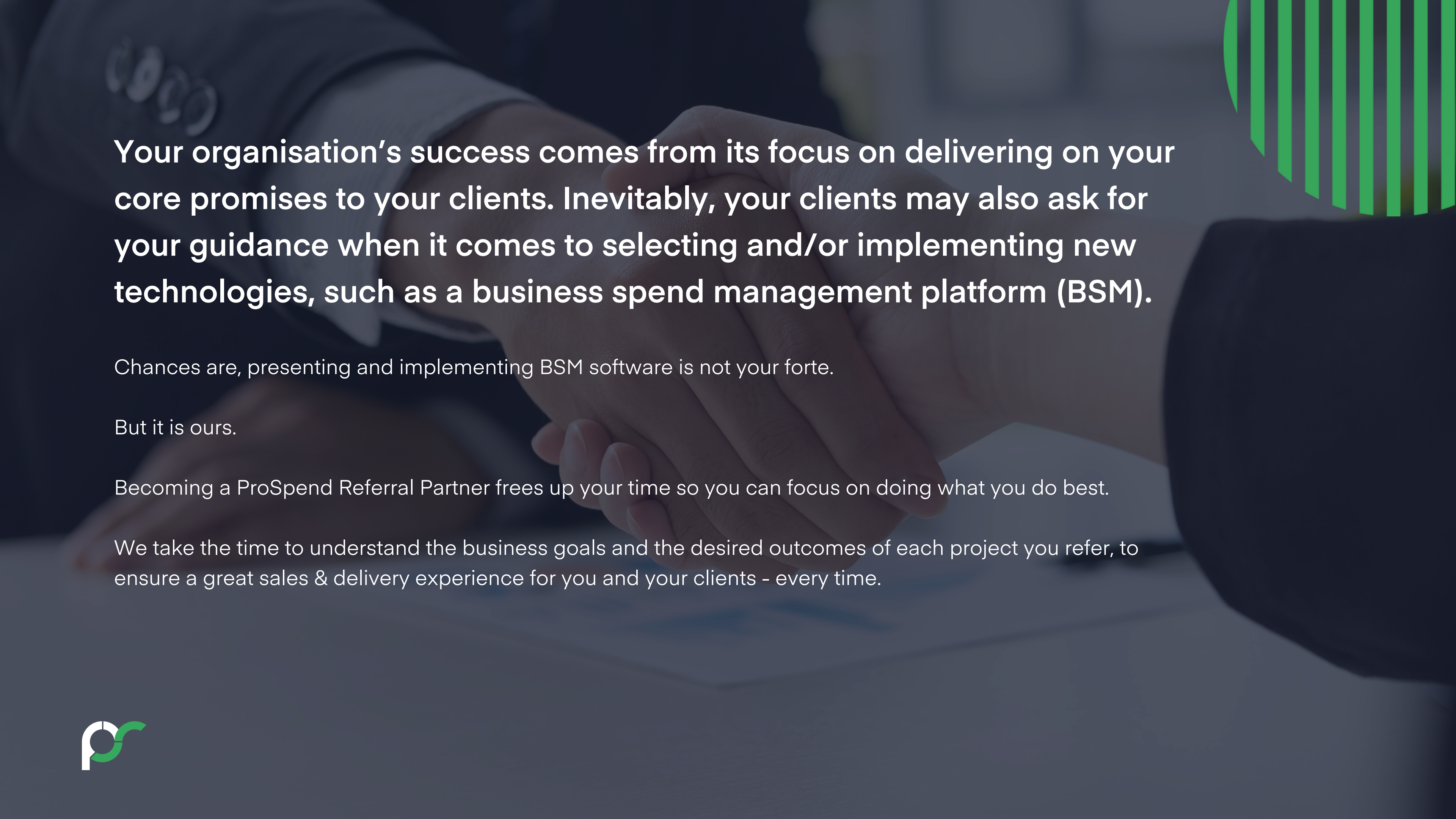




# Referral Program







**Your organisation's success comes from its focus on delivering on your core promises to your clients. Inevitably, your clients may also ask for your guidance when it comes to selecting and/or implementing new technologies, such as a business spend management platform (BSM).**

Chances are, presenting and implementing BSM software is not your forte.

But it is ours.

Becoming a ProSpend Referral Partner frees up your time so you can focus on doing what you do best.

We take the time to understand the business goals and the desired outcomes of each project you refer, to ensure a great sales & delivery experience for you and your clients - every time.





# Features you can rely on, experience you can trust

ProSpend offers an award-winning suite of business spend management (BSM) that can help your clients streamline data and processes, reduce fraud, and improve compliance, fully backed with full audit and approval controls.



## Quick Facts About ProSpend

- 99% customer retention rate
- Strategic focus on the ANZ market
- Australian owned and headquartered
- Over 35% of revenue is reinvested back into research and development (R&D)
- Hosted in Australia



## A referral partner program built with you in mind

We’ve made simplicity the guiding principle of all that we do. That’s why the only thing you need to do is fill out a short referral form when your clients have a software requirement that you would like us to assist with and we’ll do the rest - keeping you in the loop from discovery to delivery.

The table opposite outlines the requirements and rewards associated with each ProSpend Partner tier.

			
Partner Tier	Standard	Silver	Gold
Prerequisites for Reaching & Maintaining Tier			
Total Referrals Per Year	< 5	5 to < 20	20 +
Prospend Website Landing Page	Optional	Mandatory	Mandatory
Newsletter	Optional	Mandatory	Mandatory
Events	Optional	Optional	Mandatory
Social Media	Optional	Optional	Mandatory
Your Rewards Upon Tier Attainment & Retention			
Referral Fee			
Referral Fee	\$1,000 per client	17.5%	25%
Number of Years	One off payment	2 years	3 years
Marketing and Engagement			
Formal Contact Frequency	Half Yearly	Quarterly	Monthly
Your logo on our partner webpage	No	Yes	Yes
Marketing Collateral	Yes	Yes	Yes
Campaign in a box	No	Yes	Yes
Dedicated Account Executive	No	No	Yes
ProSpend Internal Briefings	1 hour per quarter	1 hour per quarter	2 hours per quarter



## Official ProSpend Partner Badges

ProSpend has built a solid reputation amongst the ANZ ERP & Accountants community not only as a BSM technology leader, but also as a thought leader, which is why our Partners are proud to leverage their ProSpend Partner badges on their websites and for co-branding various other marketing collateral.



## Meet the Team To Support You



**Finn Weir**

Channel Partner  
Manager



**Phillip Vella**

Director - Sales and  
Partnerships



**Dante Meneguz**

Account Executive



**Joshua Mifsud**

Account Executive



**Chris Whitney**

Account Executive





# A win-win-win situation.

Our aim is to build long-term, mutually beneficial relationships by helping you help your customers.

We're ready to work together on delivering better business outcomes for your clients, no matter where they are across Australia and New Zealand:

A win-win-win situation for everyone!

## Just a few reasons to join



Delight your customers



Attractive referral dollars



We do the heavy lifting



We help you market





# A typical accountant referral journal

**Our Partner, "Sally", is an experienced Accountant. One of her high-value clients, "ABC Pty Ltd" has increased, and has archaic processes, around AP and Expense Management.**

Sally is engaged to help with the development of best practices for improving business spend management. As part of this consulting work, it becomes apparent that a feature-rich software is required to operationalise these new policies and processes.

Sally recommends and introduces ProSpend.

After discovery meetings, demos and negotiations (all taken care of by ProSpend's experienced sales team), ProSpend is the chosen vendor.

ABC Pty Ltd enjoys productivity gains through automated processes and benefits from reducing potential fraud with full audit and approval controls as well as compliance & governance improvements, all delivered through ProSpend's award-winning software solutions.

In turn, Sally enjoys the consulting work prior to the purchase of ProSpend, as well as post-implementation consulting to help her client document, adopt and report on their new practices.

Sally also receives a referral fee from ProSpend which she can either bank for her business or give to charity.





# A typical ERP implementer referral journey

**Our Referral Partner “Duncan” is running a successful ERP (Enterprise Resource Planning) implementation business, with clients across ANZ. One of Duncan’s clients, “XYZ Pty Ltd” has automated their accounting, finance, logistics, marketing, sales, legal and supply chain functions.**

Unfortunately, the ERP that Duncan usually sells is weak on business spend management (BSM).

Duncan doesn’t have the time or inclination to become an expert in BSM, but he doesn’t want to leave his valuable client without a feasible solution in this space.

That’s why Duncan has partnered with ProSpend. XYZ Pty Ltd enjoys the benefits of ProSpend’s feature-rich cloud BSM solutions, including the ability to interface with various ERP solutions via the native API and/or other In/Out options.

In turn, Duncan gets to focus on what he’s good at, knowing that our experienced sales team will look after his client and deliver the BSM systems expertise required.

Duncan also receives a referral fee from ProSpend which he can either bank for his business or give to charity.





# Get Started Now

To learn more and join the ProSpend Referral Partner program, please get in touch with our Partnerships Team:

**Email:**  
**[partnersupport@prospend.com](mailto:partnersupport@prospend.com)**

**Phone:**  
**+61 2 9672 6880**

Alternatively, please visit our dedicated Partner webpage to learn more and to complete the Partner Agreement form:  
[www.prospend.com/partners](http://www.prospend.com/partners)







# Thank You

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