

censhare Partner Network

At censhare customers and partners are at the focal point of everything we do. The censhare Partner Network is core to our business strategy and future success.

Why Partner with Us?

- Differentiate your organization with a compelling solution based on unique technology meeting the needs of today's CIO and CMO
- Reduce your sales and project delivery costs by utilizing censhare's dedicated partner support model and supporting infrastructure
- De-risk your projects with censhare's dedicated partner support model

Join a partner network designed to reward investment and commitment

Our blue-chip clients need skilled, qualified partners, with a broad range of experience and skills to help them design and implement their digital transformation strategies. As a software vendor, our focus is on developing and supporting our Universal, Smart Content Management solution, that sits at the heart of these digital experience projects.

Together we can provide a holistic digital experience solution, a joint capability of technical integration expertise, an industry leading product and subject matter experts. Delivered with a commitment to project success and client satisfaction.

With this focus on project outcomes, censhare makes a committed investment to our partner network, to build successful practices that deliver client satisfaction.

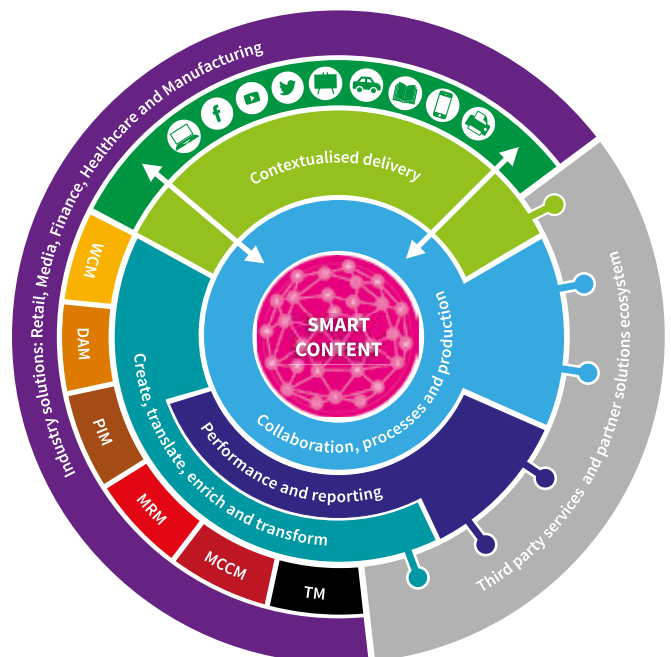
Let's Get Started

Team up with censhare today – sign up as a foundation partner on our website at partner.censhare.com or email us at partner-emea@censhare.com and let's lead the next wave of digital transformation together.

Value of Becoming a censhare Partner

By being a part of our growing ecosystem of partners, you will have the best resources and support available to help you succeed.

- **Go to Market Support:** Collaborate with censhare on a go-to-market approach, with co-marketing and co-selling programmes available across all our territories.
- **Plan, Build and Grow Your censhare Practice:** With a well-planned, joint service delivery model, your customers will lean in with you to drive successful business outcomes – while you dramatically grow your censhare business.
- **Develop Specialized, In-Depth Expertise:** censhare offers a wide range of meaningful programs – including training and certifications along with integrations and consulting – to help you master the emerging marketing technologies necessary to develop the specialized skills to serve companies of all sizes, industries and geographies.



Program Benefits

Grow your practice by unlocking the unique benefits found at each level of censhare's Partner Network. As a partner, you have immediate access to a wide range of benefits including training, collateral, co-marketing, co-selling and more – based on your level of participation.

Benefits	Foundation	GoToMarket	Certified	Strategic
Access to our partner community ecosphere	Basic	Basic	Advanced	Advanced
Sales and pre-sales enablement	✓	✓	✓	✓
Featured as a partner on our website		✓	✓	✓
Partner Account Manager		✓	✓	✓
Discounted training		✓	✓	✓
Subsidized implementation support			✓	✓
Access to partner helpdesk			✓	✓
Joint go-to-market support and campaigns			✓	✓
Revenue from first and second line support			✓	✓
Executive access, sponsorship and strategic engagement				✓
Preferred partner status for large international projects				✓

Requirements	Foundation	GoToMarket	Certified	Strategic
Registration to our partner community	✓	✓	✓	✓
NDA in place	✓	✓	✓	✓
Signed partner agreement		Marketing	Solution	Solution
At least one joint sales opportunity		✓	✓	✓
Attended partner sales and product overview training		✓	✓	✓
Joint go-to-market plan		✓	✓	✓
Delivery of successful projects within the last 12 month or supports existing clients			1	4
Required censhare certified resources			2	5
Multinational delivery capability				✓
Executive joint business plan and sponsorship				✓

censhare are leading the way in making your marketing and product data work harder, with a relationship-driven approach to solving your content and marketing issues.

Find out more about us at www.censhare.com