

# CAPSYS™

## PARTNER PROGRAM



## Join the CAPSYS Partner Program

The CAPSYS Partner Program is available from CAPSYS to meet the unique needs of systems integrators, value-added resellers (VARs), consultants and vertical specialty companies that want to offer web-based, distributed document capture process management software to their valued clients. CAPSYS® CAPTURE™ is a leading web-based distributed document capture solution that helps businesses acquire and process documents from their source efficiently and effectively.

The CAPSYS Partner Program provides you with the information, technology and support needed to solve the complex distributed capture needs of your clients while growing your business profitably. Profits are generated from software margins, professional services, product support and on-going customer satisfaction.

The program is a working partnership between CAPSYS and its partners located around the globe. We build partnerships based on mutual trust, respect for each other's business goals and focus on the client's success. The advantages of the CAPSYS product set, coupled with your value-added offerings and services, create a powerful, winning combination. CAPSYS is committed to your success – our channel is a vital part of our business and the primary method by which we distribute our products to end-users. In summary, we deliver the highest-quality products backed by the industry's most dedicated technical and customer support groups.

**The CAPSYS Partner Program is tailored to several distinctive types of organizations:**

**Solution Providers:** Companies that are certified to sell, implement and support CAPSYS products. Solution Providers will be awarded margins and joint marketing funds based on their CAPSYS product sales volume. CAPSYS Solution Providers are vertical specialty companies, VARs, consulting services organizations or systems integrators who provide enterprise document capture and content management solutions.

**Authorized Consultants:** Companies that are certified by CAPSYS to provide implementation and professional services to clients in concert with an authorized Solution Provider or directly with CAPSYS. In many cases, Authorized Consultants are impartial consulting or systems integration firms who are primarily focused on providing professional and consulting services to clients.

**Referral Partner:** Companies that refer sales opportunities to CAPSYS in return for a "finder's fee".

**SaaS Partners:** Companies that provide SaaS and managed services/hosting. These companies provide CAPSYS products on a "subscription" basis in the SaaS service delivery model.

**Authorized Developers:** Skilled software development companies that provide add-on applications for CAPSYS' products.

**OEM Partners:** Companies that incorporate CAPSYS products into their own unique product offerings under their own brand.

CAPSYS CAPTURE is the first *fully functional* thin client capture application

- 100% True web application
- Twain scanner support
- Full QC functionality
- Universal document/image viewer
- Desktop file import
- Database lookup
- Document classification
- Document cleanup
- Capture process workflow
- Workflow queue access
- Barcode/separation pages

Our document capture solutions, designed for any size organization, feature:

- Robust, web-based thin client document and data capture
- Powerful capture and indexing features for automated document processing
- High-volume batch scanning for centralized or distributed environments
- Configurable, rules-based, graphical workflow to easily design your capture process
- Simple concurrent usage licensing model (no volume restrictions, no page or click counts!)
- Affordable document capture solutions that offer simplicity and ease of use

## PARTNER PROGRAM HIGHLIGHTS

	Solution Providers	Authorized Consultants	Referral Partners
Characteristics	Systems integrators and value added resellers of software and services	Consulting and professional services organizations	Complimentary providers of products or services
Incentive	Software margin, services and support fees	Service fees and finder's fee	Finder's fee
Initial Training Fee	\$5,000	\$2,500	None
Renewal Training Fee	\$1,000	\$1,000	None
Financial Incentives	Accelerated software margins based on annual software purchase volumes	5% Commission of the net software license revenue	5% Commission of the net software license revenue
Support Services	Product training certifications Qualified leads Initial collateral kit Demonstration software Joint sales calls Joint marketing funds Technical support Access to partner portal	Product training certifications Initial collateral kit Demonstration software Joint sales calls Client and partner referrals Technical support Access to partner portal	Initial collateral kit Joint sales calls
Partner Commitment	Maintain product certifications Sales planning Dedicated sales resource Minimum annual software purchases	Maintain product certifications	None

### WORKING WITH CAPSYS

CAPSYS is committed to the success of our partners. Our sales organization and related incentive plans have been structured to maximize our opportunity together. Dedicated resources are available to provide pre- and post-sale support services required to excel at selling CAPSYS solutions.

**The three major complementary roles in our sales organization are:**

**Channel Development:** The CAPSYS Channel Development team is responsible for the overall development of the CAPSYS Partner Program. Through a close working relationship with CAPSYS partners, specific programs and incentives are constantly being launched, updated and re-evaluated for continuous improvement. This would include demand generation programs, sales incentives, product promotions, partner training, pre- and post-sales support programs and other initiatives that improve the overall effectiveness of CAPSYS partners.

**Market Development:** The CAPSYS business development team qualifies and rates every lead generated by the company's

extensive demand generation programs. This ensures that leads provided by CAPSYS, to supplement your marketing efforts, will be clients that will be actively involved in a buying decision. Joint marketing funds are also available.

**Sales Support:** CAPSYS's sales support team is available to provide assistance to partners in answering questions about CAPSYS products, pricing, references, etc. CAPSYS sales engineers are available to provide technical sales support services in the areas of needs assessment, requirements analysis and in-depth demonstrations

CAPSYS solutions are offered as a traditional "on-premise" license purchase, as Software as a Service ("SaaS") — hosted in the convenience of our secure data center, or as an easy-to-deploy, pre-configured network appliance. To learn more about us, our partner program or about our proven products, please call 877-322-7797 or visit [www.capsystech.com](http://www.capsystech.com).



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