

KONSOLIDATOR PARTNER PROGRAMS



INTERNATIONAL **SALES** **PARTNER OPPORTUNITIES**

Konsolidator is a tech leader in cloud-based financial consolidation software. We have built software that integrates to cloud ERP systems to automate financial consolidation and reporting.

Add Konsolidator to your cloud portfolio, earn a recurring revenue share of up to 50% per customer you close and, help us drive sales in new regions as a Konsolidator sales partner.

Konsolidator is a
Nasdaq Listed Company

Konsolidator is a
Microsoft Partner



DO YOU HAVE THE RIGHT **SALES PARTNER** PROFILE?

Sales partners extend the value of Konsolidator directly to more customers in new regions. As a sales partner, you therefore have expertise in selling software-as-a-service (SaaS) to existing and new clients.

If you already sell cloud ERP systems, Konsolidator is an excellent complementary product. In addition, it is a plus if you have subject matter expertise within the finance function.

If you wish to become a sales partner, you should be able to answer “yes” to these 5 statements, otherwise the referral partner program is a better match.

1. We have experience selling complementary B2B SaaS solutions to Konsolidator’s target customer segment (SMEs with 5+ subsidiaries).
2. We are resourceful and committed to allocating time to sell Konsolidator.
3. We have a strong network among CFOs and a solid understanding of finance departments.
4. We are people of high integrity people with a commitment to build long-term relationships.
5. We have the budget to invest in co-branding and marketing.



WHY DO **PARTNERS** LOVE KONSOLIDATOR

// We closed our first customer deal within 4 months of becoming a Konsolidator partner.

This was all achieved virtually. Just after becoming a sales and onboarding partner, we collaborated with the team at Konsolidator to deliver a joint sales webinar to build up a pipeline quickly and engage with more leads within a single session. We closed one of these leads after presenting an online demo. The entire sales and onboarding process was completed online, which now enables us to reach a broader client base outside the UK."

Mo Khan, Director at Cognova Solutions



HIGHLY DEMANDED PRODUCT

Sell a market-leading solution experiencing strong customer demand and +70% ARR growth.



CUSTOMER LIFETIME VALUE

The Customer Lifetime Value of a client is worth 3-10 times more than the Customer Acquisition Cost.



VALUE-BASED PROGRAM

Your benefits increase based on your capabilities, commitment, and your efforts to drive results.



SUCCESSFUL PARTNER PROGRAM

Konsolidator is a proud partner-first organization. Embark on a 90-day onboarding journey, build a strong pipeline, and close your first deals.

THE PARTNER PROGRAM COMPARISON

We have three different type of sales partners: **Referral Partner**, **Premier Partner** & **Elite Partner**.

	+	++	+++
	Referral Partner	Premier Partner	Elite Partner
Who	Anybody interested in sending a customer our way and letting us take it from there.	Sales consultants, VARs and agencies interested in making us part of their business.	Sales consultants, VARs and agencies interested in making us part of their business
Customers	No max	1-9 customers	10+ customers
Skill sets	Sales referrals	Sales, support, account management	Digital marketing, sales, onboarding, support, account management
Value provided	Market awareness	Market awareness, sales, consulting, services, support, account management	Market awareness, sales, consulting, services, support, account management
Compensation	Referral one time fee EUR 250 for a booked meeting EUR 2,500 for a signed customer	Recurring revenue share (50% Rebate from pricelist)	Recurring revenue share (50% Rebate from pricelist)
Training to be a partner	Self serve	Guided	Guided

HOW TO GET STARTED

PATH TO PARTNERSHIP



APPLY

Book a meeting with the Head of Strategic Partnerships to assess if your profile matches the partner program.



TRAIN

If qualified, begin the program certification and training through our partner onboarding program.



START

Once onboarded, begin developing your list of opportunities and let Konsolidator help you close your first deals.



HEAR MORE ABOUT THE **SALES PARTNER PROGRAM**

Are you the right sales partner, and is Konsolidator a good match for you?

Book a 30-minute discovery meeting with the Head of Strategic Partnerships, Jette Thelin to learn more about being a sales partner.



JETTE THELIN

Head of Strategic Partnerships

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BOOK A MEETING



KONSOLIDATOR®