# How We Help Agency Partners To Grow

**SOFT SYS HOSTING**
*Celestial Service*

# Our Goal For Agency Partners Is To Increase Your Monthly Revenue Earnings.

SoftSys partner programs are designed for agencies (like digital marketing firms, software & web development firms, freelancers, etc.) that want to add value, differentiate themselves, and drive new revenues by offering enterprise class cloud / hosting environment to all your customers, regardless of size. SoftSys can easily provide you with a profitable revenue stream through our compensation programs.

**SoftSys Hosting**
*Celestial Service*
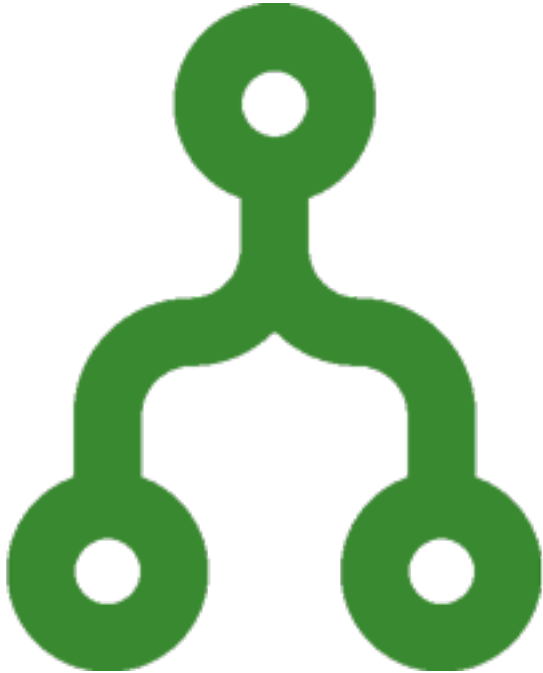
# Partner Programs



**Channel and Reseller Programs**

Our Channel and Reseller Partner Program is for partners who want to generate new monthly recurring revenue streams.

With the Channel and Reseller program, SoftSys will bill the end-user and provide Tier 1 support related to cloud / hosting issues. The partner will receive a monthly commission for as long as the customer remains with SoftSys. This program features a performance-based, tiered commission structure that increases along with your efforts.

**SoftSys Hosting**
*Celestial Service*

# Partner Programs

**Referral Programs**

Our Referral Partner Program is for agency partners who want to refer their website visitors, contacts, customers and/or prospects to SoftSys and earn a commission. Commissions are based on the customer's initial invoice, and any added services; commissions are paid to referral partners.

**SoftSys Hosting**

*Celestial Service*

# Partner Programs

**White Label Program**

Our Private Label Partner Program is for partners who deliver digital services (digital marketing, seo, website designing & development, etc.) and want to retain their brand.

Under the Private Label program, the partner will bill the customer and provide tier I support and SoftSys will provide tier II support to the partner. This program features a performance-based, tiered discount structure that increases along with your efforts.

# Partner Advantages

When you work with SoftSys, you not only expand your earnings potential, you gain a vendor partner who will work for and with you to ensure our mutual success.

## You Will Gain a Growing Portfolio

SoftSys specializes in flexible cloud environments, infrastructure hosting, and a full suite of reliable managed services and managed security options that will free your customers from building and managing environments themselves.

But SoftSys recognizes that customers need access to an ever-increasing choice of infrastructure services and solution to keep up with changing business demands, corporate initiatives, regulatory challenges, and more. That's why our SoftSys team stays on the cusp of new technologies, continuously acquiring or developing new solutions to ensure that your customers are never limited by choices for their infrastructure.

**SOFT SYS HOSTING**
*Celestial Service*

# Partner Advantages

When you work with SoftSys, you not only expand your earnings potential, you gain a vendor partner who will work for and with you to ensure our mutual success.



## You Can Sell From Worldwide Locations

SoftSys operates from almost 15 worldwide locations which includes 4 private data centers and other AWS / Azure data centers. With SoftSys, you have the opportunity to serve your customers around the globe as we have presence in almost 15 worldwide locations & can deliver services as close to your customers as possible.

# Partner Advantages

When you work with SoftSys, you not only expand your earnings potential, you gain a vendor partner who will work for and with you to ensure our mutual success.

## You Will Have Complete Support to Sell

### Access to Our Teams

When it comes to marketing, selling, or technical conversations with your customers, SoftSys will make its team available as much or as little as you need to support your efforts and/or meet your customers with you.

### Help to Meet Budget & Pricing Concerns

We will work with your customers' budgets and provide extremely competitive priced solutions. We may not be a low-cost leader, but will provide what is needed to a reasonable extent to win the opportunity.

**Soft Sys Hosting**
*Celestial Service*

# Partner Advantages

When you work with SoftSys, you not only expand your earnings potential, you gain a vendor partner who will work for and with you to ensure our mutual success.



## You Will Have Complete Support to Sell

**Fast Response to Requests  Support**

SoftSys delivers one of the fastest industry response times for partner sales requests and or support.

- Sales and support are always available 24/7/365

- Responses are typically less than 15 minutes.

- Pricing and proposals all go out within 24 hours.

- Access to Creativity & Problem Solving

- When partners bring us an opportunity, we WILL find a solution. With a highly skilled team of system admins, network engineers, and data center technicians, we will create technical and budget conscious solutions that other competitors will walk away from.

**SOFT SYS HOSTING**
*Celestial Service*

# Partner Advantages

When you work with SoftSys, you not only expand your earnings potential, you gain a vendor partner who will work for and with you to ensure our mutual success.

**You Will Have Complete Support to Sell**

**Marketing, Training & Support**

SoftSys partner programs include a dedicated sales and technical account team with customized marketing materials and programs, onsite and web-based training and pre- and post-sales support to ensure our partner's success. SoftSys is available for co-marketing, and hosting joint events to drive more revenue.

**SoftSys Hosting**
*Celestial Service*

# Partner Customer Benefits

## Personalized Service

Experienced SoftSys engineers will provide your customers consultation at every step of the way through the process of design, engineering, upgrading, monitoring, and adapting solutions to changing needs. The result is highly personalized IT infrastructure solutions that have been customized to meet the unique needs of each of your customers.

## Enterprise-Level Solutions for Any Sized Customer

SoftSys enables agencies to gain the same IT infrastructure benefits as enterprise level clients, for a fraction of the cost. By grouping (or pooling) our IT infrastructure resources (assets, equipment, personnel, effort, etc.) for multiple clients, SMBs can afford to take advantage of enterprise-level benefits that your customers may not be able to afford otherwise.

**SoftSys Hosting**
*Celestial Service*

# Partner Customer Benefits



## Added IT Expertise Without Added Cost

By allowing SoftSys to become an extension of digital agency, your customers can immediately gain the IT & Cloud Hosting experience and know-how of our experts, without the time and cost investments of recruiting and retaining experienced IT employees.

# SoftSys' Partner Value Proposition

- Your own **Dedicated or Extended Cloud & Infra management team**. You concentrate on core of your business – digital marketing, SEO, website design & development, etc. while we handle & manage your Cloud & Hosted Infrastructure professionally (and 24/7).

- Your own **24/7 Manned Helpdesk** – Our tech team can handle helpdesk requests & issues from your end customers for issues related Cloud & Infra issues on 24/7 basis. You no longer need to have 24/7 team to provide immediate support to your end users.

- Your **Cloud & Infra monitored 24/7** – We will monitor your setup 24/7 through automated ways to ensure that it runs optimally & securely; thus delivering exceptional customer experience globally. In case something breaks, we will proactively work on it to fix it.

**Soft Sys Hosting**
*Celestial Service*

# SoftSys' Partner Value Proposition…

- We will build a **Scalable solution** for your business – your only task will be to bring new customers & let current customers expand; we will take care of backend to ensure that it is scalable to your needs.

- **Cloud / Infrastructure of your choice** – We will support you irrespective of your Cloud / Infra provider. We have experts of **AWS / Azure / Google / Alibaba** cloud and can even provide custom infra in our data centers.

- **End to End Support** – We will work with you in designing, architecting, implementing, supporting, maintaining, updating, securing your setup – we will be available in entire process to ensure that we build a robust, secure & scalable setup for your needs.

# Why SoftSys?

- **Vast Experience** – We have been in business since 2006 and serving customers 24/7 to address their cloud & IT challenges. We can foresee any upcoming problems & can help you avoid them pro-actively.

- **Tailor-made solution** – We understand that each business has different needs - hence we work closely with each customer of ours to understand their business challenges & work out a custom solution that is best for them & addresses their challenges.

- **Vast Expertise** – We have wonderful team of technical people and hence we can provide you with wide range of technology support – irrespective of operating system flavor (Linux / Windows), roles / features (Web / Database / Email / etc), infrastructure / cloud provider (On-premise / Hosted / AWS / Azure / Google/ etc).

# Why SoftSys?...

- **Our Ideology** – We are infused with 4 main ideologies – Honesty, Transparency, Dedication & Accountability. These are keys to our success.

- **Our Partner (& not customer)** – We treat each of our clients as our partners – we are eager to learn about your business so that we can help you improve upon it and provide technological assistance to help you grow. We understand that we will grow only when our partners will grow!

Get in touch with us by emailing
management@softsyshosting.com & we
will work with you to generate additional
revenue stream for your agency without
any IT overhead