



KEEP YOUR
BI BUSINESS MOVING

BECOME timeXtender PARTNER

timeXtender[®]

Welcome to the timeXtender Partner Program

As the market demand for Business Intelligence continues to grow at a fast pace, we look forward to **partnering with you**. As a timeXtender partner you will be able to provide your customers with superior Business Intelligence solutions.

Our partners are essential to our success. The partner program is designed to **help our partners sell and implement successful and profitable Business Intelligence solutions based on timeXtender**.



Can timeXtender Solve My BI Challenges?

If you experience the following challenges, timeXtender can help you overcome them.

Your BI revenue is not increasing at the rate you want it to

When you use timeXtender, you can **increase your productivity, sell more, and service more customers with the same resources**. You can build your own data warehouse templates based on the principle of “build once, use many” and create another stream of BI revenue for your company.

Your BI projects are tied up on a few key resources

timeXtender reduces the complexity of your Business Intelligence projects. As a result, you can **free up time for your technical experts** to focus on more projects at a time. You achieve a **unified development process, consistent code** and a **reduction of the manual workload**.

Your customers are afraid of longwinded implementation cycles, and complicated maintenance and updates.

With timeXtender you can **deliver value immediately** to your customers. You can make fast demos and proof of concepts on your customers' own data and win new deals easier and at low cost per sale.



IS Partners, South Africa

“We are very impressed with timeXtender. It is user-friendly and reduces implementation time for new BI solutions considerably.”

Ryan Jamieson, Director

Why Does My Organization Need timeXtender ?

Rapid Prototyping and Fast Sales

Build a prototype for your customers and turn it into a production ready application in a matter of days. You define the project in metadata using drag and drop. No custom code writing is required because the underlying SQL code is auto-generated. Therefore, data warehouse projects can be **deployed faster and provide value immediately**.

Support for any Data Source

With timeXtender you can **consolidate data regardless of where the data is stored**. timeXtender handles data across platforms such as MS Excel, MS Dynamics, SAP R/3, Oracle and many more - including customized systems.

Data Warehousing That Is Easy to Change

Easy changes are crucial for keeping your customers' BI solutions up-to-date. timeXtender **makes changing and maintaining a data warehouse uncomplicated because you are not dependent on custom code**. You can optimize your time and focus on pushing more projects through the pipeline.

Additional Sales Opportunities

There's an extra source of revenue from selling frontend to the customer, as timeXtender works with a variety of frontends such as MS Excel, Targit, MS SharePoint, Strategy Companion Analyzer and many more.



Logica, Denmark

"To optimize our time, we use timeXtender for datawarehousing, OLAP-cube building, and data quality."

Carl Gustav von Schimmelmann
Business Intelligence Manager

Why Should I Join the Partner Program ?

Through the partner program, you will have access to a variety of benefits to assist you in selling and implementing Business Intelligence solutions. timeXtender is there all the way from pre-sales to implementation.

PRE-SALES
and SALES

TRAINING

SUPPORT

MARKETING
and BRANDING



Pre-sales and Sales

timeXtender has a **proven try-and-buy strategy**, where you get to demonstrate the value of timeXtender and Business Intelligence to you customers. Using this approach, customers can try timeXtender on their own data before they make the decision to buy. The **try-and-buy process results in a 90% sales success rate**. Our consultants will assist you all the way during this phase. And, of course, the **timeXtender sales team is there to assist you** during the sales phase and to help you close sales opportunities.

Training

Training is a top priority for us, and **we provide technical and sales training**. The sales training provides you with an understanding of the timeXtender product, the positioning of timeXtender, and knowledge of how to overcome objections during the sales process. The technical training walks you through all the key elements involved in building a data warehouse with timeXtender. The training is conducted by experienced in-house consultants and is divided into two levels: a user and a professional level. Upon completion of the professional level it is possible to take a test and **become timeXtender certified professional**.



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timeXtender Headquarter, Denmark

timeXtender Africa

timeXtender Benelux

timeXtender Brazil

timeXtender Germany

timeXtender Iceland

timeXtender United Kingdom

timeXtender USA

Support

At timeXtender, we want to **help you quickly resolve any technical issues** that affect your business and your customers. Our consultants are available for advanced technical support both during the implementation phase and when the solution is up and running. You can reach support through our **support hotline or email**. The **Partner Site** is also a great place to go for **knowledgebase information**.

Marketing and Branding

timeXtender is dedicated to engaging and attracting customers and in creating brand awareness. As a partner you will benefit from this, and from the **Partner Site** you will have **access to various marketing tools** such as **marketing collateral, case studies, and information about current campaigns**. Throughout the year, timeXtender will run a series of customer focused marketing campaigns that our partners will be encouraged to take part in.

Upon joining the program, you will receive the details you need to log on to the **Partner Site**, templates for sales documents, marketing material, and technical descriptions.

Reach us

You can reach support through our support hotline or email.



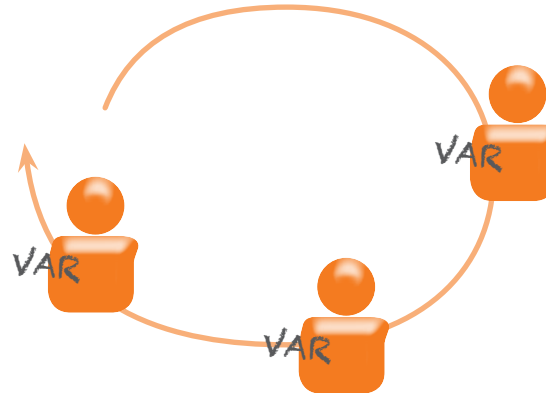
support@timextender.com

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Partner Site (log on)

VAR Program Details

	VAR
Software discounts	✓
Software assurance discounts	✓
QuickCubes discounts	✓
Professional service discounts	✓
Sales training	✓
Marketing collateral on demand	✓
White label marketing	Optional
Marketing kick-back	–
Lead generation program	✓
Product training	✓ min. 2
Partner licenses	✓
Partner support plan	✓ min. 2
Partner Site	✓
Side-by-side PoC	Optional



Are there other options ?

We also offer **OEM** partnerships. **Contact us if you want to learn more.**

Learn more...

timextender.com

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More Information:

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About:

timeXtender® is a world leading vendor of agile ETL and data warehousing software dedicated to the Microsoft® SQL Server® platform. timeXtender was named Microsoft ISV Partner of the Year in Denmark in both 2010 and 2008. More than 1500 satisfied customers in 29 countries can't be wrong. www.timextender.com

 : www.linkedin.com/groupRegistration?gid=1424757

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