



# Corcentric Global Alliance Partner Program

Better together – the power of partnership

Your goal is to offer your clients solutions that will help them grow their businesses. Our goal is to help you expand those offerings with innovative and market-leading source-to-pay, order-to-cash, and fleet solutions.

Through a dynamic and global business ecosystem, we deliver strategic advisory, software, and managed services focused on reducing costs and streamlining operations for optimized buyer and supplier relationships. Our partnership channels are designed to deliver added value to you and your customers by providing opportunities to improve and grow.

If your organization helps customers reduce costs and increase efficiencies in their procurement, payables, billing, and fleet functions; and if you are looking for a business relationship that will open up a myriad of possibilities to differentiate, expand market share, reach new industries, and develop broader offerings, then join Corcentric's Global Alliance Partner Program.

## Corcentric Global Alliance Partner Program

Alliances are core to the Corcentric business, which has always focused on best-in-class partnerships to help customers achieve maximum success. We want our clients to feel comfortable working with us and our partners to achieve their business goals. Whether we partner to offer industry-focused solutions or to achieve faster time to market, we work with partners to evangelize the joint value proposition that our partnership enables.

Regardless of which channel you choose, Corcentric will be there for you when it comes to business development and technical support to ensure that together we not only achieve our business objectives, but also ensure that customers achieve maximum business value.

## TYPES OF PARTNERSHIPS

- + **Private Equity** – Portfolio companies looking to optimize the value of their holdings rely on our unique offering of strategic advisory, consulting, software, and managed services. We focus on reducing cost and improving working capital to improve bottom-line results and maximize operational efficiencies.
- + **Advisory** – Looking to expand your service delivery portfolio with joint sales opportunities on a referral or co-sale basis? As one of our advisory partners, you'll join some of the most reputable and renowned experts providing service-oriented finance and procurement solutions in the source-to-pay, order-to-cash, and contract management space. You will also have access to our fleet finance and management professionals.



Fluxym is thrilled to be part of the Corcentric partners community, as there is an undeniable complementarity and a great cultural fit between our teams. As Source-to-Pay experts, it's important to partner with market leaders, and Corcentric is proposing an innovative and differentiating approach for our clients.

## WHY CORCENTRIC



A globally networked platform with all your buyers and sellers in one place.



Analytics to power more intelligent decisions and automate manual processes.



Dynamic workflows that empower agility and collaboration.



The software and services to support your digital transformation.



Industry-leading modular, integrated solutions built on the Corcentric Platform to power your digital transformation.

### + Referral

- Referrals work to expand your offering by collaborating with your sales team to act as subject matter experts. After initial introductions, we do the heavy lifting while you and your customer enjoy the benefits.
- Referrals create an exclusive partnership between your senior team and ours that works with top-qualified partners to introduce Corcentric to potential customers.

+ **Reseller** - We work with boutique and business process outsourcing resellers who are strategic to our go-to-market, covering specific industries or regions outside our direct sales resources. As a reseller partner, you can expand your technology delivery portfolio, or even "white label" our solutions, effectively reselling them as your own.

+ **Technology** - One of the most effective ways to differentiate your business and expand the value of your platform or solutions is to partner with us. Through complementary or integrated software, we can accelerate each other's innovation and offerings, from sourcing to contract lifecycle management, procure-to-pay, and overall financial process automation.

## EXPECTED BENEFITS FROM THE ALLIANCE:

- + **Partner Enablement** - Access to dedicated Corcentric resources and joint marketing opportunities.
- + **New Sales** - Joint account planning can help cover the market at a greater pace in a focused manner and visibility.
- + **Knowledge Building** - Partners industry expertise and Corcentric's solution expertise. Engagements will help build case studies and marketing which can position the alliance as thought leadership.
- + **Improved Efficiencies** - Greater reach geographically and by industry. Having a team with a combined view of industry and software will help in implementing solutions aligned to client demands.



**corcentric**<sup>™</sup>

Procurement and Finance Solutions

### ABOUT CORCENTRIC

Corcentric is a global provider of business spend management and revenue management software and services for mid-market and Fortune 1000 businesses. Corcentric delivers software, advisory services, and payments focused on reducing costs, optimizing working capital, and unlocking revenue. To learn more, please visit [corcentric.com](https://corcentric.com).