



# Partners Program Guide

Technology, Reseller, Consulting  
and Solution Partner Overview

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## Technology

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## Reseller

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## Solution

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## Consulting

### Partner Program

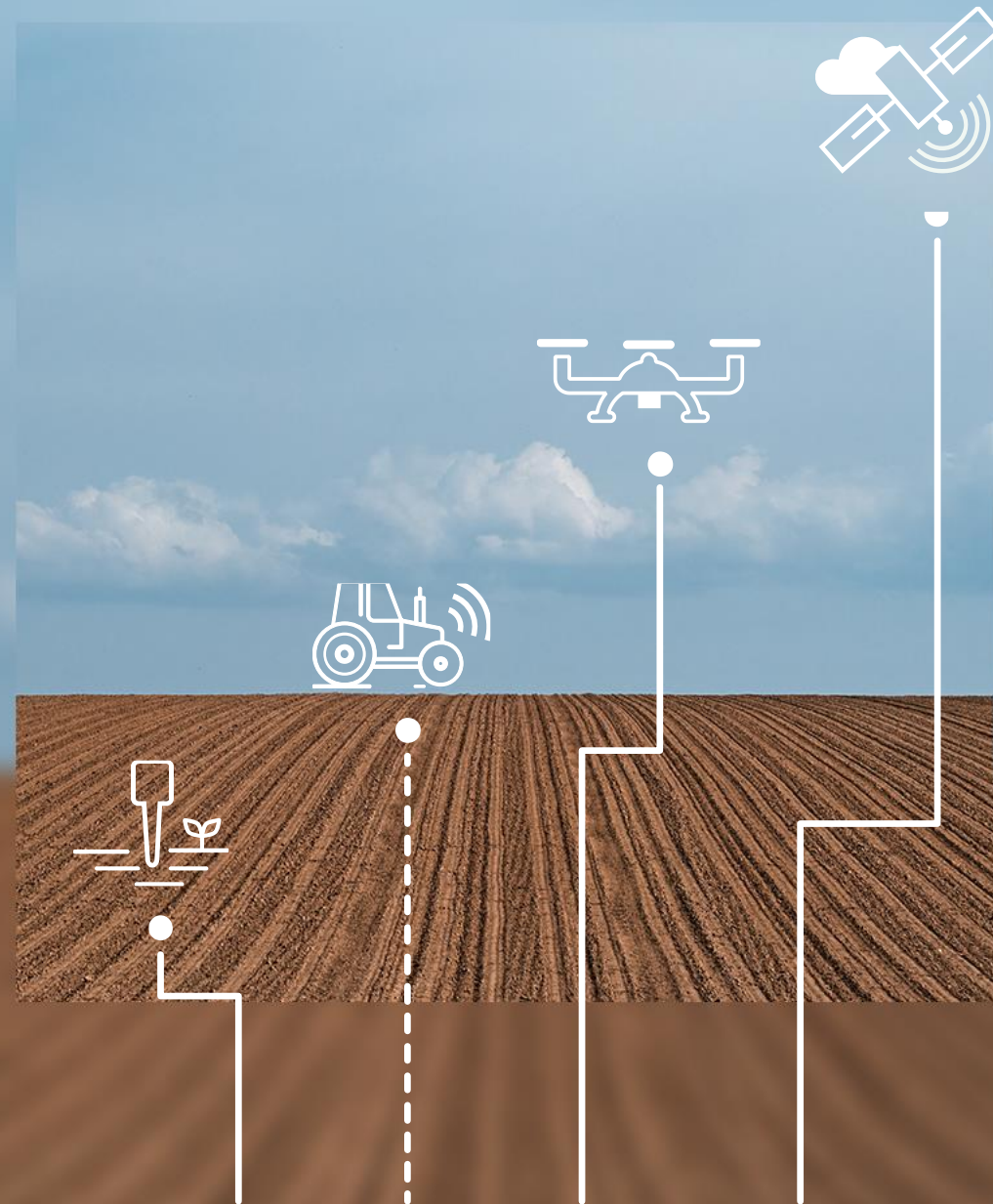
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# Technology Partner



**AGRIVI Technology Partners** develop integrations with the industry leading AGRIVI Farm Management Software platform and collaboration capabilities to deliver enhanced value to our joint customers.

**Join AGRIVI Partner Network** who are taking advantage of our technology integration capabilities to extend the reach and adoption of their solution, but to list your solution on AGRIVI Marketplace.



# Why Join the AGRIVI Technology Partner Program



## **Business Benefits**

- Integrate your existing solution with AGRIVI Platform and leverage your integration by offering complementary platform to your customers
- Ability to offer and recommend AGRIVI Solution to your customers while earning attractive Partner rebates



## **Enablement (Go-to-Market) Benefits**

- List your solution on AGRIVI marketplace and attract new customers
- Social media launch support
- Access to learning courses for fast knowledge adoption



## **Available Resources**

- Access to developer resources and technical support as you build and maintain integration
- Access to AGRIVI APIs with guideline documents
- Access to AGRIVI platform for sales and demonstration purposes



# AGRIVI Technology Partner

## Prerequisites

- Complementary solution with AGRIVI Farm Management Software platform
- \*Optional: Develop Integration with AGRIVI Platform using open API
- \*Optional: List your own solution within AGRIVI Marketplace via official templates (guidelines)





# Reseller Partner

**AGRIVI Reseller Partner** program enables qualified partners to resell AGRIVI services to end consumers of all sizes within Food and Agriculture industry.

This program is for partners who want to control their client relationship as trusted distributor, reseller, and partner by bringing industry leading AGRIVI Farm Management Software solution.

Join AGRIVI Partner Network and own the entire sales cycle, from client prospecting and onboarding, to account management and billing.



# Why Join the AGRIVI Reseller Partner Program



## **Business Benefits**

- Ability to resell AGRIVI to end customers
- Attractive Partner rebates
- Complete Sales Enablement support for Reseller Partners



## **Enablement (Go-to-Market) Benefits**

- marketing kit, knowledge-base (learning center) and many more.
- Direct communication with Partner Account Manager for any needed support
- Access to AGRIVI platform for sales and demonstration purposes



## **Available Resources**

- Advanced Sales and Technical education for fast knowledge adoption
- Available Sales and Marketing kit
- Social media launch support



# AGRIVI Reseller Partner

## Prerequisites

- Deal and opportunity registration in order to apply for Partner Rebate
- Basic Certification for at least 1 person is needed
- Working mutually with AGRIVI International Sales team on same deals and opportunities to secure maximum possibility of deal closing





# Solution Partner



Solution Partner program **enables IT companies, system integrators, and software providers to position, build, and deliver** AGRIVI services to key Enterprise and Strategic clients within the industry.

This program is for partners who wants to **offer innovative complementary solution** among the existing customers in their portfolio to power up existing customer relationship.

Successful partners help with everything from **digital transformation, integration** with existing software (ERP/Accounting) solutions, **implementation**, and **post-implementation** services across **industry verticals**.

**Join AGRIVI Partner Network** and solve customer challenges by building integrated solutions as part of a broader digital transformation strategy.



# Why Join the AGRIVI Solution Partner Program



## Business Benefits

- Advanced training and certification program: Sales, Technical, Marketing, Agronomy.
- Access to all materials, webinars, API documentations, presentations, etc.
- Social media launch support
- Support and alignment for Sales with key Partner Account Manager



## Enablement (Go-to-Market) Benefits

- Access to developer resources and technical support as you build and maintain integration
- Access to AGRIVI APIs with guideline documents
- Access to AGRIVI platform for sales and demonstration purposes



## Available Resources

- Lead sharing and joint account planning
- Long-term Partner rebates
- Working mutually with AGRIVI Sales Team on same opportunities
- Complete Sales Enablement support for Solution Partners
- Opportunity to provide additional services, such as: Integration, Implementation, Customer support, Business and Technical analysis, etc.



# AGRIVI Solution Partner

## Prerequisites

- Deal and opportunity registration in order to apply for Partner Rebate
- Basic Certification for at least 1 person is needed
- Working on Enterprise clients mutually with AGRIVI's International Sales team on same deals and opportunities to secure maximum possibility of deal closing

# Consulting Partner



The Consulting Partner program is designed for consulting companies that help the Agricultural Industry clients on their digital transformation journey by showcasing the best practices in digital solutions implementation which enables them to increase yields and profitability, maintain product quality while ensuring business sustainability.

AGRIVI Consulting Partners offers **innovative solutions for the digital transformation** of agriculture companies of all sizes.

Join AGRIVI Partner Network and **take advantage** of AGRIVI Farm Management Software solution **to enhance** your Customers' Business. **Driving Digital Transformation and Growing Business, Together**



# Why Join the AGRIVI Consulting Partner Program



## **Business Benefits**

- Ag-Tech market research and trends reports
- Enrich your service portfolio by offering AGRIVI's leading global Farm Management Solution
- Great integration opportunities (SAP, Microsoft,...)
- AGRIVI Sales Team support on Enterprise opportunities



## **Enablement (Go-to-Market) Benefits**

- Learning materials
- Product guides and demos
- Product and services presentations
- Product and services videos
- Demo accounts



## **Available Resources**

- Working mutually with AGRIVI Sales Team on same opportunities
- Sales Enablement support for Consulting Partners
- AGRIVI's success stories
- New consulting offerings
- Campaign in the box
- Events support





# AGRIVI Consulting Partner

## Prerequisites

- Proven Ag-Tech know-how with implementation of multidisciplinary projects within Agriculture industry
- Deal and opportunity registration in order to apply for Partner Rebate
- Working on Enterprise clients along with AGRIVI's International Sales team on same deals and opportunities to secure maximum possibility of deal closing



Change the Way Food is Produced by Digitalizing Agriculture

**Join AGRIVI Partner Network**

