

Startups Inc. Reseller Partner Program

The Startups Inc. Partner programs are designed to help experienced cloud software resellers grow their businesses by driving client acquisition and top-line revenue. We invite you to join us in making customer support beautifully simple using our cloud-based customer service platform, which includes ticketing, Help Center, live chat, enterprise reporting, and an open, unlimited API.

We're looking for partners who share our vision, culture, and passion for customer service—partners who will invest in dedicated sales and delivery resources in order to make industry-leading margins. Startups Inc. offers a variety of partnering options for VARs, systems integrators, and independent consultants throughout our global ecosystem.

Our success depends on your success

We place great value on your success as our partner. Our free Startups Inc. Partner Programs support you in building out complementary revenue streams and include online sales training, marketing support, and technical resources.

The Startups Inc. Partner Program is focused on driving results for each of our partners:

- **Grow your business**
Help your enterprise clients create their own happy customers and drive loyalty by providing valuable customer service experiences, increasing demand for your business. Startups Inc. helps expand both your services practice and consulting business at the same time.
- **Develop expertise**
Expand your practice with deep technical skills gained through training.
- **Gain competitive advantage**
Leverage the Startups Inc. platform to empower your customers to make decisions that increase their competitive advantage—because now more than ever, enterprises want to understand the voice of the customer.

Earn unmatched, recurring revenue

With Startups Inc.'s unique revenue-sharing model, you'll earn higher than average margins from existing customers year over year, building a predictable revenue stream that generates consistent cash flow.

Reselling and referring Startups Inc. is a win-win-win: for you, your clients, and Startups Inc. As knowledgeable thought leaders in this industry, you pass knowledge and education on to your customers while showing them how to deliver effortless customer service. Startups Inc. supports you throughout the process and helps you generate new streams of recurring revenue.

Startups Inc.

Discover the program that's right for you

As a Startups Inc. Referral Partner or Reseller Partner, you'll engage in the way that works best for you and your business and capitalize on the growth of the customer support industry. Join us!

For more information on the Startups Inc. Partner Programs, email bd@startupsinc.co.

Referral Partners

Market and promote Startups Inc.

Reseller Partners

Market and sell Startups Inc.

Revenue	Referral fees paid for each closed opportunity for the first year	<ul style="list-style-type: none">• 30% of list price• Your customer, your currency, your invoice period
Training & Support	Free Startups Inc. University Training (2 free credits)	<ul style="list-style-type: none">• Direct access to customer enablement team• Technical training - Zen U• Access to Partner Portal• Startups Inc. demo account• Sales training
Marketing	<ul style="list-style-type: none">• Partner logo• Access to partner portal and partner marketing materials• Invitations to Startups Inc. marketing, training, and networking events	<ul style="list-style-type: none">• Partner logo• Access to partner specific marketing materials and collateral• Invitations to Startups Inc. marketing, training, and networking events• Joint local prospecting events• Partner details on Startups Inc. partner website• Joint webinars
Service		<ul style="list-style-type: none">• Deliver services to your end customer at your set rate• Build integrated applications and sell them through our Startups Inc. App store