Prospective Sage Business Partner:

We’re excited to hear of your interest in representing the Sage portfolio of software solutions. Our first step in considering a mutually beneficial business partnership is to understand more about your organization’s experience and resources that deliver products and services to your customers.

To set proper expectations, your initial investment in becoming authorized as a Sage business partner can range from $5000 - $10,000 – depending on the product(s) you choose. We require all business partners to train and certify individuals on the selected product(s). It can take several weeks of dedicated time to complete the training.

We appreciate your interest in Sage and our solutions. We look forward to receiving your Assessment form and learning more about your organization as you consider becoming an authorized Sage business partner.

Best regards,

Sage North America Channel Recruitment Team

# New Business Partner Assessment

All prospective Sage business partners are required to answer each question and submit this form directly or email the completed form back to: [newpartner@sage.com](file:///C:\Users\rdemers\AppData\Local\Microsoft\Windows\Temporary%20Internet%20Files\Content.Outlook\2WA1U0UE\newpartner@sage.com). This is the first step in the recruiting process and does not obligate you to any Sage program. The information you provide in this document is to assist our recruitment team in better understanding your organization’s goals and vision. All information shared in this document is confidential.

Please feel free to include any additional information or material that will answer the question or can help Sage with this evaluation. (Fields with asterisks are required)

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Company Information | | | | |
| Company Name\* | | | | |
| Contact Name and Title\* | | Principal Contact | | |
| Shipping Address\* | | | | |
| City\* | State/Province\* | | Postal Code\* | Country\* |
| Phone Number\* | | Fax Number | | |
| E-mail Address\* | | Website URL | | |

1. **Are you an existing Sage business partner? \*** Yes  No  (This form is for partners new to Sage. If you are an existing channel partner and wish to add additional products, please contact your Account Manager or PSR team member)

If yes, what product(s)?      Partner ID #      \*

1. Which Sage product(s) are you interested in working with?\* (Complete at least one. Rank in priority order 1,2, etc.)

ERP Products

      Sage 300 ERP (formerly Sage ERP Accpac)

      Sage 300 Online

      Sage ERP X3

      Sage 100 ERP (formerly Sage ERP MAS 90 and 200)

      Sage 50—Canadian Edition (formerly Sage Simply Accounting)

      Sage 50—U.S. Edition (formerly Sage Peachtree)

Construction and Real Estate ERP

      Sage 100 Contractor (formerly Sage Master Builder)

      Sage 300 Trade Specialty (formerly Sage Timberline Enterprise)

      Sage 300 Construction and Real Estate (formerly Sage Timberline Office)

Sage Solutions

      SageCRM-On Premise

      SageCRM Cloud

      Sage HRMS (formerly Sage Abra HRMS

      Sage Fixed Assets (formerly Sage FAS Fixed Assets)

      Sage Active Planner

      Sage Timeslips

      Sage 100 Fund Accounting (formerly Sage Fund Accounting)

Other – Please List

#### Business Background

1. Describe how Sage fits into your current business model. What are the key motivations for your company to become a Sage business partner? \*

1. What other software packages are you authorized to resell?\*

1. How much do you expect to invest in building your Sage practice/Line of Business?\*

1. What type of business are you focused on? For example: IT consultant, integrator, developer, solution provider, etc.. If your business is Industry or Vertically aligned -- For example: Manufacturing (Discrete or Process), Services/ Healthcare/Automotive Industry please tell us about it and be as specific as possible. \*

Sage Partner Type/Category Interested In \* (Select all that apply)

Reseller

Implementation

ISV/Developer

Business Consultant/Advisor

1. Please list your approximate annual revenue.\*

1. How many years has your firm been in operation?\*

1. How many active customers do you work with?\*

1. How many employees are employed by the firm? Please provide the number assigned to each area listed below in FTE.\*

Salespeople:       Installation/support:

Administrative:       Marketing:

Programmers:       Accountants:

1. How many technical resources does your organization have for implementation services?\*

business process skilled       system/architect skilled       development skilled

1. What technical personnel and other resources will you dedicate to deploying the Sage solutions?\*

1. Are you doing any business in the cloud today?\* (If yes, please describe briefly)

1. Do you currently offer any Software as a Service? (Saas)\* (If yes, please describe briefly)

1. Do you currently develop or resell any software that is deployed in the cloud? If yes, what percentage of your business does that reflect?\*

1. If accepted as a Sage partner, what is your timing for completing your agreement and beginning your certifications?\*

Within 30 days

Within 60 days

Within 90 days

Greater than 90 days

Thank you for completing this assessment. A member of our Partner recruitment team will be contacting you shortly.