

# QGate Referral Partner Programme

Become a **QGate Referral Partner** and enjoy the following benefits:

- ✓ Increased customer retention and longevity - broaden your offering with Microsoft Dynamics 365
- ✓ Commercial reward when your customers sign up to a project
- ✓ Promote Microsoft 365 upgrade plans to include additional solutions, such as Power BI, Power Apps, SharePoint etc

## Sales and Marketing Support to Maximise Your Success

- ✓ Account Manager
- ✓ Website content and images
- ✓ 'How to Spot an Opportunity' Guide
- ✓ HTML email campaigns
- ✓ Social media templates and posts



## Partner Levels and Referral Fees

### Referral Partner

- Starting point – no criteria to meet
- Fee\*: 10% rebate for Dynamics 365 Services for 12 months from deal registration
- Internal Development services: 5% reduction on all internal professional services

### Channel Partner

- Averaging 5 leads per year with at least 50% qualification rate
- Fee\*: 12.5% rebate for Dynamics 365 Services for 12 months from deal registration
- Internal Development services: 10% reduction on all internal professional services

### Strategic Partner

- Long-term partnership spanning several projects and departments
- Fee\*: 15% rebate for Dynamics 365 Services for 12 months from deal registration
- Internal Development services: 15% reduction on all internal professional services

\* Fees paid on invoice

## About QGate

- ✓ We help SMBs optimise their business processes, transform the way their people work, and enhance their customers' experience through Microsoft Dynamics 365 CRM and Power Platform
- ✓ We have 25 years of experience delivering CRM, business process optimisation and digital transformation, with an independent review score of 9.1 out of 10 for over 500 reviews
- ✓ We conduct the majority of our business via our Partners, being trusted time and time again to deliver on-time and in-budget

*"Becoming a QGate Referral Partner has been great for Alphalogix.*

*By being able to offer Microsoft Dynamics 365 - delivered by CRM experts, QGate - to our customers, we have extended the services we offer and won new opportunities."*

Paul Willis  
Alphalogix

Ready to discuss becoming a QGate Referral Partner?

Contact Steve Clarke: [steve.clarke@qgate.co.uk](mailto:steve.clarke@qgate.co.uk) or +44 (0)1329 222 844