

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**
- ✓ Increase customer stickiness by deploying more of the Microsoft stack
- ✓ 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

- ✓ 24 years of experience delivering CRM, business process optimisation and digital transformation
- ✓ Our team is made up of experienced and knowledgeable sales and marketing professionals, project managers, business analysts, solution architects and developers and business support administrators
- ✓ We strive for long term relationships with our customers based on quality of services, resulting in a satisfaction score of 9.1 out of 10 across 500 verified reviews

“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 or +44 (0)1329 222 844