

## 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
- ✓ Options to increase and add to your CSP licensing
- ✓ Promote Microsoft 365 upgrade plans to include additional solutions, such as Power BI, Power Apps, SharePoint etc



### Choose from **Direct or Indirect Referral**

#### QGate Direct Referral Programme

- QGate takes ownership of the customer sales engagement directly
- QGate takes direct ownership of customer project engagement
- QGate provides licenses via CSP
- QGate invoices the customer directly

#### QGate Indirect Referral Programme

- Partner retains customer ownership
- Partner retains the commercial relationship with the customer
- Partner has the option to provide Microsoft Dynamics 365 CSP licenses
- QGate invoices the partner

### Sales and Marketing Support to Maximise Your Success

- Account Manager
- Website content
- '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 first project sign-off
- 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 first project sign-off
- 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 project sign-off
- 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](mailto:steve.clarke@qgate.co.uk) or +44 (0)1329 222 844