

# FUEL YOUR SUCCESS WITH IDU'S DISTRIBUTION PARTNER PROGRAM



*The ultimate solution for your client's financial management needs.*

## AT A GLANCE

Unlock a world of benefits as an IDU partner! Elevate your business, amplify your product offerings, and ignite lucrative revenue streams.

Earn impressive commissions ranging from 10% to a whopping 45% on licensing revenue, tailored to your Distribution Partner Tier. Join us today and supercharge your success!

## ABOUT IDU

With IDU as your technology partner, you can confidently provide your clients with a game-changing solution to revolutionise how they approach financial management. Trust in IDU's cutting-edge technology to bring your clients the best possible results and take your business to the next level.

IDU is the ultimate solution for your client's financial management needs. As a leading budgeting, planning, reporting, and analytics tool, IDU empowers organisations to budget, forecast and analyse their data in real time, enabling them to make informed decisions that keep them ahead of the curve.

## IDU SOLUTIONS



Financial Budgeting & Forecasting



Variance Analysis



Financial Modelling



Advanced Consolidations



Sales Planning & Reporting



Asset Management

## BENEFITS OF BEING AN IDU PARTNER

### 1 Amplify your business

With IDU by your side, you'll attract new customers and unlock fresh opportunities, expanding your reach and propelling your growth. Offer our award-winning FP&A solution to your existing clients and demonstrate an unwavering commitment to their success.

### 2 Boost your earnings potential

Earn generous commissions ranging from 10% to a staggering 45% based on your Distribution Partner Tier. Say hello to increased profitability and financial success!

### 3 Marketing and sales support

IDU offers extensive marketing resources and dedicated partner sales support. Gain access to our partner portal, co-branded collateral, and impactful joint marketing campaigns. Increase awareness of IDU and your own offerings and generate a steady stream of new leads.



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### **Training and certification**

IDU's comprehensive training and certification program will equip you with the knowledge and skills you need to become an expert in our products and services. In addition, you'll also gain exclusive access to the IDU Training Academy. This cutting-edge resource offers a vast library of training videos through the user-friendly IDU-Concept system. With this powerful combination of training tools at your disposal, you can maximise your potential, provide services to your clients and achieve even greater success with IDU.

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### **Technical assistance and support**

IDU offers unbeatable technical support. Our highly trained team is here to back you up, ensuring you deliver exceptional solutions and services to your valued customers.

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### **Regular partner engagement**

At IDU, we understand that regular partner engagement is crucial for fostering strong and enduring relationships. That's why we prioritise consistent and meaningful interactions with our partners. We offer a variety of touchpoints, including personalised one-on-one meetings, dynamic Empower Half-Hour webinar sessions, interactive online partner meetings, and informative newsletters.

These touchpoints serve as a vital conduit for keeping our partners informed and engaged. You'll receive timely updates on our latest product developments, inspiring success stories, and relevant content that empowers your business. We value your input and actively seek to understand your unique needs and priorities, enabling us to provide targeted and effective support.

With this collaborative approach our partners stay connected, informed, and supported throughout our partnership journey.

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### **Exclusive discounted access to IDU for your organisation**

As an IDU partner, you can benefit from discounted access to IDU's financial management solution for your own organisation, allowing you to streamline your own financial processes and save costs.

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### **Increased credibility**

Partnering with IDU a reputable software provider, will increase the credibility of your company, gaining greater exposure to potential customers and markets.



## DISTRIBUTER PARTNER TIERS

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Three Distributer Partner tiers mean that you can find a partnership level that works best for you.



### **TIER 1**

#### **Referral Distributor**

Extend IDU's reach by leveraging your strong relationships to introduce our budgeting, forecasting, and analysis solution to potential customers. By tapping into your networks, you can help us connect with customers who could benefit from our software and services, driving both businesses' growth.

### **TIER 2**

#### **Sales Distributor**

As a sales distributor, you are fully equipped to participate in the IDU sales process, having undergone comprehensive training on the IDU-Concept System. This means you have the knowledge and expertise needed to effectively promote and sell IDU to potential customers.

### **TIER 3**

#### **Solution Distributor**

As a solution distributor, you are an IDU expert who can provide comprehensive sales and support to your customers. Your in-depth understanding of the IDU-Concept system enables you to effectively communicate the value of our financial management solutions and provide guidance and assistance to customers as they navigate our software and services. In addition, your expertise and support can be an asset for customers, helping to ensure that they receive the full benefits of our solutions and remain satisfied with their experience over time. As a Solution Distributor you will also be empowered to generate direct consulting revenue streams.

## **PARTNER WITH IDU FOR MUTUAL SUCCESS**

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IDU is committed to building strong, collaborative relationships with our partners and ensuring mutual success.

So, take the first step towards a successful partnership today - apply to become a partner or contact us to learn more.

**APPLY NOW**