



# Partner with SAManage and build an annuity online business.

Our SaaS IT Asset Management service will help your customers manage IT assets, organize licenses and contracts, and detect risks.

## Introduce IT Asset Management to your customers.

“SAManage is changing the way enterprises will embrace IT Asset Management in the future. By leveraging the on-demand delivery model and building an end-to-end ITAM process around it, SAManage can help customers easily achieve and maintain a fully compliant ITAM program.”

Larry Foster, CEO SMS, Inc.



### The new breed of IT services

SAManage helps companies of all sizes manage their IT Assets such as computers and the software running on the network. By using the on-demand (“SaaS”) model, our service requires no software or servers so your customers can gain immediate value from SAManage.

SAManage Global Partners that introduce the service to their customers earn a percentage of the revenues generated from their referred accounts.

In addition to creating a residual, long-term business, SAManage will help you generate additional consulting and sales opportunities by having constant visibility into what IT Assets your customers are using, what risks they need to address and what IT changes they have planned.

### Partner Benefits

- Offer a value-added IT service to your customers
- Earn recurring referral revenues
- No inventory required
- No cost to get started
- Additional service business opportunities

# Smarter Asset Management by SAManage.



## Your opportunity

### Join the on-demand revolution

Provide ongoing value to your customers by introducing them to SAManage and simplify their IT Asset Management challenges. Build an annuity online business, become the domain expert and leverage SAManage to generate add-on service business. Sounds too good? Here is more good stuff:

Imagine this: there are no servers for you to buy and install. No software to manage or upgrade, and your customers are up and running in minutes. You gain access to their inventory online without leaving your desk, and use SAManage to analyze your customer's inventory and generate add-on sales opportunities such as IT migrations and upgrades, software policy enforcement and license sales, or risk management and governance services.

### Focus on your core assets

SAManage is focused on building the best SaaS IT Asset Management service, operate the service and run backups, monitor availability, and deliver top-notch customer support. You leverage your network and business expertise to introduce your customers to the leading IT Asset Management service from SAManage. Together we bring innovation and ongoing value to your customers.

### Getting started is quick and simple

Simply enroll in our partner program online and our partner team will contact you to get you activated. You will have a dedicated account executive to get you started and answer any questions you may have. There are many ways to refer your customers to SAManage: add a link to your website, send an invitation email, or manually enroll your customers into the service.

## Customer benefits

### The easiest way to manage IT

SAManage's on-demand IT Asset Management service will help your customers gain control over their IT assets and better align inventory with their business needs, so they can better manage assets, vendors, and their IT costs.

By leveraging the on-demand software delivery model, customers can get up and running within minutes and get immediate value from SAManage, reducing the risk of a long deployment project and unused software.

#### Customer Benefits

- Reduce IT costs and improve control
- Improve visibility into networks
- Easily audit IT Assets
- Detect risks and illegal software
- Verify software license compliance
- Reduce support & help desk costs



## Get Started

### Start building your annuity business

Enterprise software is undergoing a revolution led by the SaaS delivery model so don't stay behind – start building your annuity online business with SAManage. Visit our website and [join the SAManage Partner Program](#) today!



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