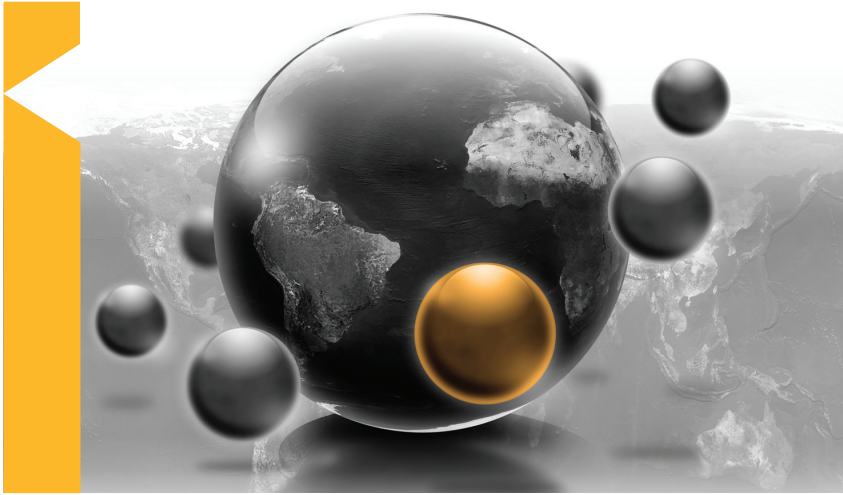


ERP
Canias



**IAS Partner Network Program
for Mutual Growth**

ias Industrial
Application
Software



IAS Partner Network Program

Since 1989 we help companies to be ready for today's and tomorrow's business challenge international markets with the help of our CANIAS^{ERP} solution. Through successful partnerships we have achieved more efficient delivery of our solutions and services, and more effective meeting of local requirements. Therefore, we aim to build long-term relations that will enable our partners grow and continuously improve their competitive skills.

We designed the IAS Partner Network Program to develop mutually beneficial partnerships, help our partners enhance their work performances and their market development capabilities. Our comprehensive Partnership Program systematically supports IAS Partners to increase their performance.

Our Program Commitments as:

Continous Investment in our partners' business and technology competencies.

We believe that investing in our partners' key competencies is a must to grow and protect our strategic position in markets. Therefore, we aim to strengthen our partner network with our continous improvement approach.

Trust-based long term business relationships.

We believe that partnership is more than a commercial relationship. Building long-term, trust-based, solid business relationships with our partners where both parties strive to create excellence in customer satisfaction is one of the basic principles of our program.

Coping with market challenges together

We aim to secure effective and timely communication with our partners to deal with challenges together.



Our success lies in the success of our partners.

Therefore, we value your market and technology expertise.



IAS Partner Network Program Benefits

Marketing Support: We provide our partners with effective marketing support to help them develop a strategic road map and to strengthen CANIAS^{ERP} brand. By the help of this support, we help our partners to broaden their market vision and increase their competitive competencies.

Market Development Support, Joint PR Activities, Marketing Tools Supply are our main marketing support elements.

Business and Management Support: Dedicated partner managers work closely with our partners to improve their business processes and listen to their needs. Within the scope of Business and Management Support, we conduct business review meetings to analyse operational needs and business opportunities. This support enables our partners to plan their business and marketing efforts effectively and conduct their operations more efficiently.

Sales Channel Support: Our partners are equipped with product presentation tools, sales and technical presentations and demo capabilities. They take advantage of sales discounts and are also supported by sales opportunities channelled by IAS.

Technical Support: Our partners have access to online and hotline advanced technical support resources and personnel.

Training and Certification: IAS Partners are trained by instructor-led classroom programs and certified by IAS Business Academy. In addition, IAS Partners are trained to enhance their business competencies in management and marketing/sales areas and take advantage of online course materials and articles.



IAS Partner Network Program is designed for companies who:

- Want realize growth in your business.
- Want to have an access to broad business and market know-how.
- Want enhance your competitive advantage continuously.



IAS Partner Network

Our partner companies are mainly engaged in:

- Selling and installing software
- System Integration
- Consulting services focused on business processes and automation improvement.

The IAS Partner Network System is designed to strengthen our channel partners that bring different type and level of commitment.

Channel Partners: Companies that work together with us in sales and service support of CANIAS^{ERP}. Our channel partners are categorized as “Bronze”, “Silver” and “Gold” depending on their level of meeting partner program requirements.

- **Bronze Level Partners:** Introduction level to our partner program. You are provided with a broad array of benefits to escalate in the program.
- **Silver Level Partners:** Partners with proven success in their marketplace. Program benefits are expanded and you have started shaping IAS business approach in your industry and/or region.
- **Gold Level Partners:** Partners with high level experience, revenue targets and customer satisfaction. You become a significant part of joint planning and are provided with the richest program benefits.

General Partners: Our partner those achieved significant level of sales in a specific region, country or industry. We protect our assigned General Partner’s sole trade rights in their regions or industries.



We want to realize and share growth opportunities, build demand and achieve excellence in customer satisfaction together with eligible partners.

If you aim for the best and want to work with a committed ERP solution provider,

We invite you to join IAS Partner Network Program

Partner Network Program Level	Bronze	Silver	Gold
Program Benefits			
Marketing Benefits			
Marketing Strategy and Market Information Support	✓	✓	
Joint Marketing Planning		✓	✓
Join PR Efforts		✓	✓
Partner link included in CANIAS ^{ERP} website	✓	✓	✓
IAS Partner Logo	✓	✓	✓
Marketing Tools	✓	✓	✓
Business And Management Benefits			
Access to CANIAS ^{ERP} Demo Free of Charge	✓	✓	✓
Assigned Partner Manager	Shared	Shared	Dedicated
Business Planning		✓	✓
Sales Benefits			
Software Licence Discount Program*	✓	✓	✓
Sales Channelling		✓	✓
Technical Support			
Partnership Training	✓	✓	✓
Demo Capabilities Training		✓	✓
Sales Training	✓	✓	✓
Online Training Materials Reach	✓	✓	✓
Partner Requirements**			
Pre-Sales Technical Certification	Required	Required	Required
Trained Consultant Personnel			Required
Sales Forecast	✓	✓	✓
A Dedicated Partner Contact	✓	✓	✓
Contribution Business Planning		✓	✓
Contribution to Marketing Planning		✓	✓
Business Review Meetings	Annual	Semi-Annual	Quarterly

*Our partners take advantage of the standard sales discount program and depending on their partner level they receive additional discounts.

** IAS does not request any fee from Partners in the form of a program participation fee.

