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DATASHEET

Sage Intacct Partner Program

The Future is Now



Tap into the power of partnership through Sage Intacct’s world-class Partner Program. We help nurture our partners and build success using our expertise as the leading cloud-based financial software technology solution. For the past eight years, we’ve teamed with forwardthinking channel partners to bring award winning cloud financials to some of the world’s bestknown and fastest-growing companies.

It starts with innovative best-in-class cloud technology—built by finance experts for today’s corporate finance teams in high-growth companies. Sage Intacct provides the productivity, visibility, and agility they need to streamline accounting and finance operations and drive their businesses forward. That’s why we’re the AICPA preferred financial management solution and why we’ve consistently earned leadership rankings in the G2Crowd vendor reports.

The real secret to our success: Great partners

Not every channel firm can meet our high standards to become a Sage Intacct partner. But if your organization can make the commitment to success in cloud financials, Sage Intacct has the resources you need to grow and sustain your business. One partner fee covers everything: there are no sales tiers and all partners receive the same benefits. We have agreed-upon sales goals and an entire eco-system of support to help you achieve your business goals.

“The Sage Intacct partner program helps our partners build sustainable excellence and achieve remarkable growth every year. As we continue our exceptional growth, we drive even more value by helping Sage Intacct partners grow their practice, build economic annuities, improve firm profitability, and increase their focus on what matters - their customers.”

Taylor Macdonald
SVP, Channel Sales, Sage Intacct

Rapid onboarding

Our onboarding process helps you start building your Sage Intacct practice quickly. This includes regular meetings, online resources, and personal guidance from our team of new-partner specialists.

Product certification programs

Attend our four-day implementation course and certification program found on the Sage Intacct Learning Center. Advanced classes are also available.

Partner sales training

Complete our three sales training offerings: Barry Rhein—Selling Through Curiosity™, the Demo Champion Workshop, and the annual Sage Intacct Business Building Conference. Partners are never charged for training.

Engagement opportunities

Get certified in the delivery of the Sage Intacct solution by performing implementations for our direct sales team. That's more revenue for you.

Legacy ERP customer protection

Your approved legacy ERP customers are protected for the life of your partnership with Sage Intacct plus real-time lead registration in our lead tracking and management solution.

Sales engineering assistance

Our sales engineers help you gain more product knowledge, make smart presentations, and demo the solution more effectively.

Professional services

We offer up to 24 hours of no-charge assistance to help you become self-sufficient.

Marketing assistance

Your marketing manager can create a Sage Intacct go-to-market plan with the marketing dashboard template. Get organized with your partner scorecard, marketing checklist, campaign calendar, and marketing budget guides.

Sage Intacct Community

You have access to everything Sage Intacct has to offer: Templates, tools, content recordings, marketing collateral, logos, and how-to guides.

Join the Sage Intacct Partner Program today!

To learn more about the Sage Intacct Partner Program, contact John Hendrickson at john.hendrickson@sage.com

For more info, visit: sageintacct.com/become-intacct-var or contact us at **888-591-5151**

Why partners thrive with Sage Intacct

- **Great economics** – You own the customer relationship and maintain the margin throughout the life of the customer.
- **Recurring revenue** – Enjoy a 95 percent customer-renewal rate.
- **Superior technology** – We're committed to excellence in cloud financials—and the experts agree.
- **Customer satisfaction** – Our quarterly updates and customer-centric approach pay off with referrals and high rankings.

“Sage Intacct’s cloud accounting and financial management applications offer a world-class, scalable system that costs a fraction of what companies would pay for a comparable on-premise solution. Sage Intacct is a great fit for our vertical industries, and we’ve grown from five to 100 employees while singularly focused on Sage Intacct. We see our expanded partnership fueling even greater growth for our firm.”

Marcus Wagner, CEO, AcctTwo
Sage Intacct Partner of the Year (Awarded 5 times)