



**iC**  **MPLEAT**  
**PARTNERS**

## Global Partners Guide



# TABLE OF CONTENTS

<b>1</b>	<b>Welcome to the iCompleat partner guide.....</b>	<b>3</b>
	Our partner promise.....	3
	The market opportunity.....	3
<b>2</b>	<b>Overview.....</b>	<b>4</b>
	Partnership types.....	4
	Partnership fees and annual targets.....	4
<b>3</b>	<b>Key partner benefits .....</b>	<b>5</b>
<b>4</b>	<b>iCompleat pricing .....</b>	<b>6</b>
	1. Software subscription package.....	6
	2. iCompleat e-invoicing Transaction Credit packs.....	6
	3. iCompleatBuy Subscription Fee .....	6
	Partner billing .....	6
<b>5</b>	<b>Contact.....</b>	<b>7</b>

# 1 Welcome to the iCompleat partner guide




iCompleat was developed with the objective of introducing an AP automation add-on to expand the functionality of any accounting software and streamline the entire Buy to Pay process, additionally providing smarter spend capabilities to not only digitise the buying process, but instantly allow for significant savings on indirect spend.

The software investment becomes a commercial no-brainer as the ROI is exceptionally quick, and the deployment time can be as little as a few hours to a couple of days for larger businesses.

## Our partner promise

- **Partner self-service.** We put our partners in total control over the entire customer experience: from embedded demonstration functionality, end user pricing, customer site deployments, upgrades and add-ons to configuration and training as well as support services.
- **Flexible partnerships.** Our partners can choose to resell under the iCompleat brand or co-brand to extend the capabilities of their own solutions.
- **Shortest time-to-market.** iCompleat deployments are fast and simple, reducing time, resources and customer costs of adoption.
- **Best value for money.** We leverage advanced AI and machine learning technologies which provide the fastest, most accurate and lowest cost AP automation services in the market, which allows our partners to expand their solutions and win every time with the best value for their customers.
- **Smarter spend functionality.** We share our extensive knowledge and experience in procurement and help customers make significant savings on what they already buy, delivering the Finance department full visibility and control over the process, delivered through our strategic alliances with global suppliers, starting with Amazon Business.

## The market opportunity

Automating accounts payable	Unify and digitize company buy process	Real-time spend analytics
<p>There is a rapidly growing demand for accurate invoice data capture and processing from raising a purchase order, receiving invoices, going through a dynamic approval process, automated matching with the purchase order to posting the data to an accounting or ERP system.</p> 	<p>Buying online is faster, more convenient and almost always cheaper for day-to-day spend. iCompleat connects buying online with the accounting system, fully automating the entire buy to pay process and providing finance with full visibility and control.</p> 	<p>Real-time financial information on every current and historic transaction, projected corporate cash requirements, and supplier spend status to everyone that needs to know, throughout the business.</p> 



## 2 Overview

Our strategy is to enable our partners to adopt, successfully market, sell, enable and support iCompleat with a minimal investment of time. Partners and software authors can sell iCompleat under the Compleat brand, or easily co-brand the application to extend current offerings under existing brands. We offer flexible partnership options depending on your company objectives.

### Partnership types

The appropriate Partner status is agreed based on the forecasted iCompleat annual billing value for the first year. The status determines the Partner's buy price of iCompleat subscriptions and associated applications.

There are five Partner statuses (Foundation, Bronze, Silver, Gold and Platinum) and the Partner buy price is calculated against a % discount margin against our Suggested Retail Price (SRP). Details can be found on the [partner pricing portal](#).



Each Partner has complete freedom to set their own end user pricing for each engagement and associated renewals.

### Partnership fees and annual targets

Please refer to our [partner pricing portal](#) for partnership fees and targets for every region.

# 3 Key partner benefits

iCompleat was developed with the objective of introducing an AP automation add-on to expand the functionality of any accounting software and streamline the entire Buy to Pay process, additionally providing smarter spend capabilities to not only digitise the buying process, but instantly allow for significant savings on indirect spend.

## Sales readiness

Compleat will undertake a training session either at the partner's location or online, that will include the following information:

- Overview of the market's business needs and associated benefits.
- Qualification questionnaire to understand a prospect's requirements and to validate the suitability of iCompleat.
- Overview and hands-on practice with demonstrating the iCompleat software.
- Review of all current marketing materials.
- Detail of pricing structure and use of the iCompleat pricing tool
- Summary of the unique benefits of selling iCompleat.

## Marketing support

We are happy to provide iCompleat logos, branding guidelines and support materials for successful marketing campaigns. In addition to our own efforts in promoting iCompleat, our team is happy to support partners with marketing initiatives and consider joint activities as agreed with each partner.

## iCompleat partner instances

The ability to create and manage multiple pre-populated demonstration instances providing every sales representative with their own demonstration environments.

## Education of enablement, consulting and support resources

Compleat will provide training to partners' enablement, consulting and support staff as part of the induction process. Compleat will provide enablement resources to shadow our partners on their first application setups.

Additionally, we provide access to our online learning centre iCLIC, which is designed to deliver comprehensive information, tutorials and video content on every aspect of the iCompleat application.

## One business contact

Every partner is managed by an account manager, who acts as their single contact for any opportunities and concerns within Compleat. The Partner account manager conducts the induction activities and ongoing support going forward. Regular business planning and pipeline review sessions are arranged to ensure successful cooperation.





## 4 iCompleat pricing

---

All iCompleat prices are provided in the iCompleat [partner pricing portal](#) together with a simple-to-use iCompleat Pricing tool that helps set end user pricing whilst highlighting the associated iCompleat cost for your business. iCompleat pricing is made up of three components which are listed below.

### 1. Software subscription package

---

iCompleat is available both as a monthly or annual subscription and is based on:

- the number of users
- the accounting/ERP application being used by the customer

The rationale behind this approach is that the value iCompleat delivers to each customer increases as their volumes and sophistication increases. Our pricing reflects the growth in customer value for larger customers and the increasing utilisation of the more sophisticated aspects of iCompleat's core functionality.

### 2. iCompleat e-invoicing Transaction Credit packs

---

The iCompleat e-invoicing service is provided against pre-purchased transaction credits where one credit is equal to one invoice processed; irrespective of format, language, currency, the number of pages or number of line items.

Our iCompleat Partner instance provides the functionality for each partner to add Transaction Credits packs for a specific customer and these will be automatically billed to the Partner at the end of the month.

### 3. iCompleatBuy Subscription Fee

---

iCompleatBuy is an optional built-in online buying module (commonly called "punch out"), which is used with a growing number of global and local suppliers and marketplaces such as Amazon Business.

Access to this capability is provided by a monthly or annual subscription, delivering access to all the suppliers Compleat has provided.

Volume discounts are applied to user subscription and transaction credit packs. Exact pricing details can be found in the Partner pricing portal.

### Partner billing

---

iCompleat partner billing occurs monthly covering all of partner activities within the month, broken down by individual customer. Payment terms are 30 days from date of invoice and each invoice is due for payment in cleared funds by the last day of the following month.





## 5 Contact

---

Become a partner today!

w: [www.icompleat.com](http://www.icompleat.com)

e: [partner@compleatsoftware.com](mailto:partner@compleatsoftware.com)

i**COMPLEAT**



Issued : January 2020