



Steelwedge Partner Program

IDC estimates that more than one third of all software purchases worldwide will be cloud-based services by 2014. Steelwedge's dedicated partner resources and proven cloud platform will help you take full advantage of the cloud to grow your business.

In today's complex, volatile business climate, companies are seeking planning agility to protect profitability and service levels from the effects of economic, political and environmental change. Systems integrators and consultants are increasingly tasked with delivering high-level business value, while meeting customer demand for flexibility and fast time to value.

You need a technology partner that speaks your language and delivers solutions that create lasting business value for customers—not only in one department, but across sales, operations, supply chain and finance. Steelwedge offers proven sales and operations planning (S&OP) solutions that save companies time and money through a cloud-based delivery model.

Customers like Jaguar Land Rover, Lenovo, Sony, Monsanto and MetroPCS rely on Steelwedge as the technology underpinning to connect people, process and technology for a single view of the business. With Steelwedge, you gain a trusted partner committed to helping your customers reap the most benefit from their technology investment as they strive to achieve true integrated business planning (IBP)—the highest echelon of S&OP.

Become a Steelwedge Partner

As a Steelwedge partner, you'll benefit from the strength and resources of the leader in cloud-based S&OP. Whether you integrate, sell or implement Steelwedge solutions, we make it easy for you to grow your business and increase revenue.

Bring your expertise to the partner ecosystem:



- **Strategic Alliance Partners** develop the highest levels of competence—strategic consulting services, complementary technologies, and IBP expertise—around Steelwedge solutions.
- **Consulting Partners** bring deep expertise in all areas of S&OP/IBP and Steelwedge solutions, including business transformation, process development, and implementation.
- **Channel Partners** who resell and/or refer Steelwedge solutions receive ongoing training and tools to give customers a trusted, local partner backed by our global organization.
- **Technology Partners** deliver innovative solutions to meet customer requirements of agility, flexibility and lowest TCO.

Partner Program Resources

Backed by more than a decade of domain expertise and relationships with partners around the world, the Steelwedge Partner Program fuels your growth with resources, expertise and support.

The Steelwedge Partner Program



- **Train.** Use our on-demand solutions, from the Steelwedge University eLearning to instructor-led training, on your own schedule. You'll get access to expansive pre-sales, technical, and implementation training courseware and support, which culminates in side-by-side customer engagements with the world-class Steelwedge Global Services Team.
- **Collaborate.** Get what you need 24/7. Our easy-to-use collaboration platform includes online registration and centralized access to key resources, such as sales tools, product information, training and more.
- **Market.** Drive demand with corporate and regional business development activities and marketing campaigns. Marketing development funds are also available, based on partner eligibility.
- **Succeed.** Let Steelwedge help you grow your business. We actively promote partners to our prospects and customers through social media, a monthly webinar series and more.



“ We believe in the power of partnership. At the heart of the Steelwedge Partner Program are proven experience and a passion to help customers be more successful by connecting business strategy with operations planning and execution. ”

Michelle Jones
VP of Alliances, Steelwedge

“ Turnswing was drawn to Steelwedge from the beginning for its leadership in cloud-based integrated business planning solutions. The expanded partner program, from the new tools and resources at our disposal to the dedicated alliance organization, further demonstrates Steelwedge’s commitment to the channel, and to us as a partner. ”

Vince Wicker
Co-founder and CEO, Turnswing

To join the program,
visit www.steelwedge.com/partners
for an online application,
or contact us directly at
partners@steelwedge.com
or 855-980-8800.



Steelwedge Software, Inc.

Steelwedge integrated sales, operations and finance planning solutions provide the "shock absorbers" to recognize, recalibrate and respond in a volatile environment. Business agility starts with Steelwedge for a clear line of sight from plan to performance to profit. For additional information, please email us: info@steelwedge.com.