

Reseller Program Overview



Our goal is to deliver a long-term, profitable partnership that will generate profits, value, and new business opportunities. The Questys reseller program can enable you to quick start your sales by providing training to boost your knowledge of Questys solutions, ensuring that you are able to meet the needs of your customer's document management and business process management needs.

Capitalize On Trends

- Provide industry-leading Document Management (DM) and Business Process Management (BPM) software products to your marketplace
- Help customers "Go Green" by reducing paper consumption
- Improve productivity and efficiency of organizations to help reduce costs during tough economic times
- Provide secure solutions for record retention, regulation and compliance
 - Sarbanes Oxley
 - HIPAA

VAR Benefits:

Our channel strategy focuses on ensuring that our top resellers succeed. You will have access to people, resources, training and the tools you need to increase your business and margins.

- Profitable margins
- Ability to resell Software as a Service (SaaS) – recurring revenue
- Access to our Channel Account Managers
- Ongoing communication about Quest events, products, and promotions
- Lead registration program - Eligible to receive sales leads
- Internal (not-for-resale) licenses and evaluation software to use, learn about and demonstrate Questys products
- Live & online training
- Partner Web portal – www.teamquestys.com
- Sales collateral
- Technical support
- Marketing support



Customer Benefits:

- Reduced operational costs
- Find any document in seconds
- Business system Integration
- Secure business information
- Legal and Regulatory Compliance: HIPAA, SOX, etc.
- Business Archiving Management: E-discovery, IRS Auditing
- Increased productivity, efficiencies, collaboration & customer service
- Disaster recovery

Why Questys – MessageVision?

- Over 28 years industry experience in Content Management, WorkFlow/Business Process Management (BPM) and Legislative Agenda Management
- Over 600 customers strong
- Enterprise features with SMB/SME price tag!
 - Software-as-a-service (SaaS) recurring model
- In-house software development
 - 100% owned IP
- Leverage other products
 - Powerful suite of communication tools – GoSolo
 - Internet faxing capabilities – VillageFax



Channel Partner Profile

- Document management solutions business looking to grow their market reach with document management products
- Enterprise document management VAR looking for SMB product to market
- Government VAR looking to add unique Legislative Agenda Management
- Strong IT partner looking to add document management and business process management to their product line

Questys is uniquely positioned to assist resellers in achieving substantial revenue growth in the expanding document management market.