



## Partnering With Preactor

Installed by more than 3,000 companies in 67 countries around the world.

### IMPORTANT FACTS ABOUT PARTNERING WITH PREACTOR

Preactor's strength is in its Partner Network. Becoming part of that Network makes your company stronger too.

#### 1 | PROVEN PRODUCT

*Preactor is not a new product. It has the largest installed base of any independent scheduling software company in the world. A wealth of sales and marketing collateral is available.*

#### 2 | GROWING MARKET

*The planning and scheduling software market is growing. The value of FCS/APS is recognized by analysts and remains a growth area despite the maturity of the business and MRP software market.*

#### 3 | EASY TO DEMONSTRATE

*Pre-Sales staff can be trained to give competent and compelling demonstrations to potential buyers. Technical staff can be trained to customize the software for each client.*

#### 4 | NO FRANCHISE FEE

*There is no franchise or annual fee involved in becoming a Preactor Partner. Software is provided for demonstration and development of applications.*

#### 5 | SERVICES REVENUES

*Preactor International does not require Partners to contribute any of their service revenues. Partners retain ownership of their accounts, all invoicing is direct to the Partner.*

## INTRODUCING PREACTOR

Preactor International (PI) is an independent company based in the UK with subsidiaries in Europe, North America and Asia. The company is consistently profitable, does not rely on external funding or support for its growth, and today has the largest installed base of any of its competitors around the world.

In 15 years of intense development PI has been able to capture the domain knowledge of thousands of users and in this way enrich its products year on year with the most up to date technology that is both practical and focussed on ease of use. It is for this reason that Preactor is recognized around the world by many analysts and independent experts as the most complete solution for production planning and scheduling available today.

Since its very inception PI has focussed on providing its clients with a family of advanced planning and scheduling software solutions for manufacturing and service industries. Preactor's unique combination of ease of use, flexibility and integration capability combined with unmatched price/functionality has enabled many users to obtain a return on investment measured in weeks, some in days. Its clients include more than 2,200 companies ranging from small businesses with no more than 50 employees to some of the largest corporations in the world.



Recent independent studies have shown that 'Best in Class' manufacturing companies looking to reduce costs are using scheduling software often linked to ERP and real time data collection systems to meet their objectives of on-time delivery performance >95%, increased

throughput by 92% and reduction in manufacturing cycle time by >79%. Preactor solutions provide lean planning and scheduling software and are helping companies to reach 'Best in Class'.

## OUR PARTNERS

PI's business model is based primarily on channel selling. More than 90% of Preactor systems are sold through the channel by Partners such as ERP vendors, SFDC, MES and other software distributors, consultancies and system implementers. Partnership agreements are either with PI or a PI Network Partner who provide more local support. There is no fee involved in becoming a Preactor Partner and technical and sales training as well as demonstration/development software are provided.



There are more than 400 Partners around the world. Each year a week is set aside for Partners to get together, network and receive more training and insights into Preactor's commercial and development strategy. Case studies are used to illustrate successful implementations of Preactor and the knowledge of Partners who have been working with Preactor for many years, shared.

Streaming provides partners the opportunity to choose those presentations that are most relevant to them and special interest groups used to provide a forum for those who want to discuss and contribute to key issues.

## WHY BECOME A PARTNER?

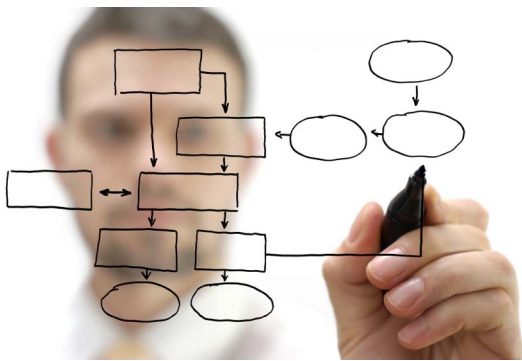
The current trends in manufacturing are towards lowering inventory levels to reduce costs yet still be able to respond to shorter lead times to satisfy customer demand. This conflict in objectives forces companies to find ways to optimize production operations, reduce or eliminate non value added activities such as setup and waiting time, and highlight potential problems in advance so that action can be taken to balance demand and capacity.

These trends have highlighted the need for companies to have access to advanced planning and scheduling tools which can either be integrated with existing software or bought as an add-on to a new purchase of, for example, an ERP system.

Many of our Partners are either originators or distributors of ERP or other Enterprise level software. Many of them already have some level of functionality for capacity planning but do not have the detailed scheduling component that many companies want.

Scheduling software is unique. Preactor's 15 years of domain expertise and large installed base provides Partners with a proven and powerful add-on without using expensive resources to create their own.

Consultants are also looking to provide solutions for their clients that can be installed easily and have the range of functionality required for each application. The family of products available offers price points suitable for all sectors of the market in terms of company size and business sector.



## COMPENSATION STRUCTURE

Partners obtain revenue as a Preactor Partner through discounts on the software licenses, annual maintenance and through services provided for their clients in terms of customization and implementation. Only accredited Partners are allowed to customize and install Preactor.

Partners can be accredited at a number of levels:-

- Business Associate
- Reseller
- Solution Provider
- Silver Solution Provider
- Gold Solution Provider
- Network Solution Provider

The percentage discount is then calculated on the status of the Partner and sales performance during the previous 12 months.

## OEM & TEMPLATE PARTNERS

Partners may also want to consider having an OEM or TEMPLATE Agreement. Both are relevant to companies who wish to incorporate Preactor into their own product. In an OEM Agreement the Preactor scheduling module is 'badged' as the Partner's own product and will have its own on-line help and installation program. A Template Agreement uses a standard Preactor installation tool and retains the Preactor name throughout. Under both Agreements the configuration is fixed to reduce potential support costs. That is, the database structure, field names, menus etc are fixed and cannot be changed.

All partners start as Business Associates. After one or more members of staff have been trained on the product they can then become a Reseller. Resellers can become Solution Providers after additional training and completion of a minimum number of satisfactory implementations. Silver Solution Providers must provide telephone support within normal office hours and have completed additional implementations. Gold Solution Providers have completed at least 15 implementations.



Compensation for maintenance and maintenance renewals is again dealt with through a discount or, in the case where a customer orders directly from Preactor International, a credit equal to the discount. All Agreements are non-exclusive and renewed every 12 months.

Partners earn revenues from the customization and implementation of Preactor for their clients. Typically service revenues can be between one and three times the cost of the software depending on customer requirements and Preactor version. Preactor International does not receive a share of service revenues received by partners. Preactor International, its subsidiaries or other Preactor Partners can also provide resources for projects if required.

## CONTACT DETAILS

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## OF OUR PARTNER TESTIMONIALS

### 1 | QUINN & ASSOCIATES

*"There is no question that scheduling can be a complex issue, and those complexities will change from industry to industry. The thrill with Preactor is that here is a tool that can solve some many more complex problems with a single, not verticalized, application, and a reseller who learns the product can free their creativity to solve problems that cannot be solved by any other scheduling application. Software capability, competitive advantages to outdistance the competition, and the excitement knowing the software is dynamic and not some dull plug-and-play module. There's nothing like it in the marketplace. Software can be fun."*

*Greg Quinn, CEO, Quinn & Associates*

### 2 | SCHEDULING SOLUTIONS

*"Partnering with Preactor is not only profitable, it allows you to develop great solutions with significant customer returns."*

*Chris Mollison, CEO, Scheduling Solutions*

### 3 | RMS

*There simply is no other software scheduling system out there that gives you the ability to deliver a first class, highly beneficial tailored scheduling solution. Preactor's family of products allows us to pitch the solution at almost any size of business and budget. Rest assured though, those that are careful and have a limited initial budget soon come back for more. We should know, we have customers who've been using Preactor and our services for over 10 years!*

*Warren Roberts, CEO, RMS*