

pmg partner programme



World-Class Partner Opportunities



program management group plc
www.pm-group.com

Industry leading program management software

...for world-class partner opportunities!

Program Management Group plc (PMG) dedicates its resources to creating and supporting best-of-class project, program and portfolio management software and services and establishing relationships with specialist partners in their chosen field to meet individual customer needs and to increase customer satisfaction.



Qualified partners help **PMG** to deliver unparalleled value

The PMG Partner Programme offers excellent partnership opportunities for technology partners, resellers and consulting partners, including leading firms, system integrators and regional and independent consultants the world over.

PMG chooses the specialised skills of its partners to enhance its core proposition and allow it to focus its resources entirely on project, program and portfolio management solutions. PMG leaves the other elements, such as complimentary software and systems integration, and management consulting, to those who do it best – its partners.

Customers benefit from the PMG Partner Programme because it brings together expertise in consulting, software and technology and delivers value-added complimentary services to address their unique project and program management needs. The Partner Programme offers customers:

- Freedom of choice when making business and technology decisions
- Peace of mind that they can work with firms they already have long standing relationships with
- Opportunity to maximise the return on their existing technology infrastructure
- Knowledge that implementations will be on time and to budget
- Access to experts in their respective fields

Supporting growth through effective partnerships

The moment a business pursues a growth strategy; it introduces a whole new dimension to its program and benefits management systems. Beyond just basic project selection and implementation, this dimension brings about a variety of functional, cultural and technological issues that are seldom encountered in discrete transaction based project management systems.

Together with the expertise of its Partner Programme, PMG offers customers the freedom to choose a complete solution based on a combination of the finest program management applications and best practice available in the market today. PMG's proposition is designed for the constant change and diversity of today's commercial setting and takes the everyday complexities of program and benefits management in its stride.



PMG Partner Programme

If you are a consultant, systems integrator, technology provider or reseller that deals in enterprise solution requirements, the PMG Partner Programme will offer you excellent opportunities to expand your business proposition with PMG's products and program management expertise.

Technology Partners

The PMG Partner Program supports commercial software developers, independent software vendors (ISV's), Web/system integrators and other technology service providers that extend or enhance the core suite of Hydra business solutions and offer the flexibility to implement Hydra into proven environments.

Authorised Reseller and Referral Partners

PMG is looking for innovative, national and international Reseller and Referral Partners to promote and resell the Hydra solution. PMG offers solid return on investment opportunities, excellent margins - based on both one-off and recurring revenue/commission streams and flexible business pricing models.

PMG offers partnership categories for every strategic business area and customer requirement including; education services, support for customers during evaluation, implementation technology and operations support, and value-added and complimentary services for enterprise businesses and small-to-medium businesses (SMB) alike.

Valued partners reap significant benefits

Members gain significant benefits through the association with the PMG Partner Programme including:

- Increased business and financial opportunities
- Access to a growing customer base of industry-leading companies
- Joint strategic sales and marketing initiatives
- Knowledge transfer of best practice in program and benefits management
- Improved opportunities for collaboration and resource leverage

PMG certification for members

PMG has different levels of membership. To qualify for and maintain their membership in the Programme, organisations will need to demonstrate competency across a range of criteria, for example: industry experience, business plan, market reach, financial stability, marketing / sales / training investment, account management and licence sales. As part of the programme existing PMG partners have the opportunities to become certified members, which allows them to participate in and support the development of the Hydra solution.

Partner Programme commitment

At PMG we understand how important it is to support integrated solutions through the combined expertise and skills of partners. The Partner Programme is a single point of entry for all PMG Business Partners and provides an effective way to ensure they obtain resources needed to deliver proven business solutions. It is responsible for:

- Aligning partner recruitment with corporate objectives and strategy
- Establishing and maintaining policies and procedures for partner trading
- Coordinating requests from partners and effectively disseminating information
- Providing intensive support to help partners achieve business goals and targets



Member Benefits

Organisations that participate in the PMG Partner Programme can enjoy the benefits in the following areas:

Financial Opportunities

- Attractive levels of income for customer referrals
- Substantial financial opportunities in selling, implementing and supporting Hydra

Marketing and Sales Opportunities

- Solution with a compelling sales proposition
- Use of PMG Partner logos, images, information and branding
- Joint participation in seminars/ conferences/ breakfast briefings / events
- Joint sales and marketing programs
- Product documentation
- Joint customer success stories / press releases / sound bites
- Lead allocation or assistance in the lead generation process

Product / Technical Opportunities

- Input into the PMG Solution Strategy Group
- Access to PMG Implementation Process, PMG Support and other technical services
- Free internal product use, updates and upgrades

Education Opportunities

- Full training and accreditation for your sales, pre-sales, application, technical and training consultants
- Knowledge Transfer of best practices in Program Management
- Full documentation

One Point of Contact

- Support from a dedicated PMG Partner Manager

How can I join?

To learn more about how to join the PMG Partner Programme please contact PMG and ask for a Hydra Solution Partner Manager or complete our on-line form at www.pmg-group.com/partners/partners.php.

We would like to hear from organisations who are able to meet the following demands:

- Where Project and Program Management is core to your business
- You are able to agree to hit critical targets
- Agree to a transparent partnership
 - Pipeline, Planning, Marketing etc
 - PMG's right to reievew service offerings
 - PMG's right to review implementations before support handover
- Agree to a Minimum PMG services contribution
- Minimum number of staff trained
 - Sales personnel experienced in solution selling
 - Technical personnel qualified to implement and support an enterprise solution
 - Project Managers, Account Managers etc
 - Accept accreditation / PMG certification
- Agree to implanted staff
- Accept support, training and upgrade contracts
- Staff continuity must be provided
- Ability to manage complex, multi-level sales
- Niche partners must be recognised as such within your own vertical market or territory
- Ability to provide first level support



program
management
group plc

Prog Hall, Paddock House Lane, Sicklinghall,
Wetherby, LS22 4BJ, United Kingdom

Tel: +44 (0) 1937 54 71 71
Fax: +44 (0) 1937 54 71 54

Email: info@pm-group.com
Web: www.pm-group.com