

TURBO PARTNER PROGRAM

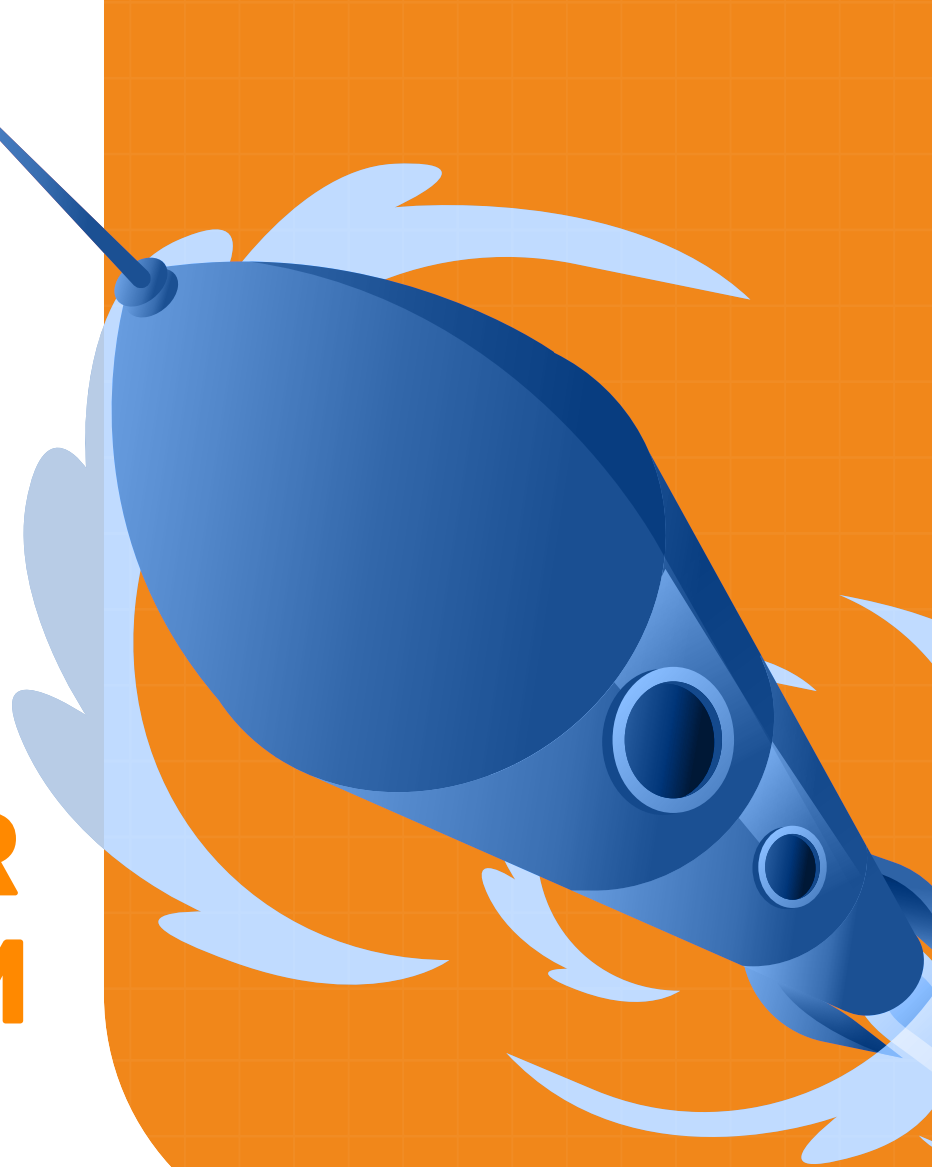


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S-DRIVE TURBO PARTNER PROGRAM OVERVIEW

The S-Drive Turbo Partner Program offers benefits such as access to resources, tools, and information on the S-Drive Application solution. It offers Partners the opportunity to grow their business and expand their expertise. The S-Drive Turbo Partner Program also enables our Partners with in-depth know-how and skills to provide better solutions tailored to their customers' individual business needs and differentiate their services from competitors.

Stay Up to Date

By becoming an S-Drive Turbo Partner Program member, never miss news and updates regarding S-Drive technologies, enhancements, and improvements on Document Management within the Salesforce platform.

Augment Revenue Generation

AppExchange ISV partners unlock the opportunity to gain up to **15%** of the first year of revenue generated for each customer they bring.

Become an S-Driver

This partnership program provides access to S-Drive resources and allows our partners to gain in-depth technical knowledge to boost their ROI.

Level Up Your Engagement

Gain perspective on the Salesforce ecosystem with real case scenarios in the Salesforce community on industry trends and requirements, real-time processes, and customer pain points solutions.

Elevate Brand Awareness

Partners boost visibility and credibility by collaborating with S-Drive, the highest-rated document management app in Salesforce AppExchange.

WHO ARE WE?

S-Drive is an end-to-end Salesforce native document management solution developed by CyanGate. S-Drive allows users to manage documents and content without size limitations or excessive storage costs. It provides powerful and intuitive features such as custom objects, folder structure view, secure file sharing, and email to case management without restrictions.

S-Drive is the highest-rated and most mature document management application in Salesforce AppExchange allowing simple secure storage by leveraging Amazon's S3 Web Services. The solution enables the upload, download, access, and edit of files while providing a version history.

S-Drive's Microsoft Office integration provides functionality to view, edit, and share any document in a supported Office format directly within Salesforce, eliminating cumbersome multistep content authoring processes outside of Salesforce.

Our S-Drive team has released more than 270 updates since 2010, with 7 major releases in 2021 and a feature-rich roadmap for 2022. Above all else, however, we prioritize incorporating feedback and reviews from our customers to meet their ever-changing business needs. We are the highest-ranking document management solution in AppExchange and are available in the industry.

HOW YOU CAN BECOME A PARTNER

S-Drive provides two levels of partnership: **Networker** and **Hero**.

Networker Partners

Networker Partners focus on finding leads. Networker Partners only need to be skilled at understanding the market, Salesforce and CyanGate solutions, and excel at generating qualified leads. They leverage the Turbo Partner Program to understand S-Drive and combine it with their sales skills. Once those qualified leads are set, just sit back, and relax! We do the rest!

Once there is a fully executed partner contract in place, Networker Partners are rewarded with **5%** of their qualified referral customer's first year license revenue for S-Drive. The starting date of the first year begins with the first payment for S-Drive usage.



Hero Partners

As a Hero Partner, your solution skills and sales efforts are highly rewarded. Hero Partners will be S-Drive certified to help your referrals understand the benefits and features of S-Drive. Hero Partners will also manage their referral customer relationship. They will assist in closing deals and will be an intermediary between their leads and CyanGate.

Hero Partners are rewarded with **15%** of their qualified referral customer's first year license revenue for S-Drive.



S-DRIVE TURBO PARTNER PROGRAM PARTNER PORTAL

The S-Drive Turbo Partner Portal provides more detailed information for users, partners, and members of the program.

The Partner Portal is a community of S-Drive partners and customers who are well-informed. Members are up to date on upcoming S-Drive related events and webinars.

And there's more! Partner Portal members have the opportunity to network and foster future partnerships, ask questions, share information, and acquire a deeper understanding of document management in SFDC.

PARTNER PORTAL BENEFITS

Sales

- **Deal Registration** – elevate your partner status with S-Drive, engage with prospects and track deals through the entire sales process.
- **Promotions and Incentives** – You and your customers/prospects can benefit from discounted promotions, individual awards, and more.
- **Access 24/7** – Ensure efficiency by having access to resources at any time.
- **S-Drive Expertise** – Access the most up-to-date collateral to boost your sales activities: sales playbooks, battle cards, use cases, and presentations.

Technical

- **Certifications** – Become certified on CyanGate products. Learn about new certifications that will further differentiate your technical skillset in the market.
- **Education** – Join our technical partner-only webinars, and access self-service training and partner-specific collateral.

Marketing

- **Productivity** – Access marketing materials including logos, press release templates and newsletters.
- **Events** – Stay up to date on S-Drive's events schedule to engage with our team to drive even more leads.

HOW S-DRIVE TURBO PARTNER PROGRAM WORKS?

Visit the S-Drive Partner registration page [<https://www.sdriveapp.com/turbo-partner-program/>] to sign up and start your rewarding journey. Once approved, you will be notified of the next steps. Access the Partner Portal to submit your leads, collaborate with other partners, and reap the rewards. If you want to learn more about the S-Drive Turbo Partner Program, contact us at partner@cyangate.com.

DEAL REGISTRATION GUIDELINES

S-Drive Partner Portal access is available for all registered Partners.

- Deal registrations are reviewed by an S-Drive team member within 3 business days after the Registration has been completed. The registering Partner will be notified via email of the results of their application.
- Upon registration approval, Partners receive an invitation to the S-Drive Turbo Partner Program.
- Before registering a deal, Partners must complete a pre-sales effort checklist to qualify the opportunity, understand the key decision-makers, and help the customer with project scope.
- Deal registrations will only be denied if there is a legitimate business reason. (i.e., if budget, authority, need or timeline not properly qualified, or registration incomplete information, among other reasons.)
- Accepted registrations will remain valid for 90 days (3 months) and can be extended if approved by a member of the S-Drive Partner team. Open lead registrations are automatically closed after the 90-day period if there is no activity, or if unable to convert to a win.
- For all registered deals, Partners must have a preexisting relationship with the customer, or there must be a request from the customer to work with that partner. If S-Drive receives contradictory information from the customer, the registration will be void.



RESOURCES

S-Drive Website - <https://www.sdriveapp.com>

Become a Partner - <https://www.sdriveapp.com/turbo-partner-program>

S-Drive FAQ - <https://www.sdriveapp.com/faq>

S-Drive Documentation - <https://docs.sdriveapp.com>

S-Drive Blog - <https://www.sdriveapp.com/blogs>

S-Drive LinkedIn - <https://www.linkedin.com/showcase/sdrive-app>

S-Drive Twitter - <https://twitter.com/sdriveapp>