

# Y Soft Partner Reward Program

## Become a Y Soft partner

Y Soft enables businesses to run smarter by providing intelligent and productive enterprise office solutions. Become a Y Soft partner and join a technology leader that supports more than 10,000 businesses and organizations across multiple industries in more than 100 countries.

Our solutions combine software and hardware that enable organizations to control costs, reduce waste, increase convenience for users, and reduce the environmental impact of printing. As a member of the Y Soft Partner Reward Program, you'll have all the resources required to sell and support Y Soft products. Once your organization is approved as a Y Soft Partner and is registered on the Y Soft Partner Portal, you will have access to a range of exclusive benefits, based on the level of partnership.



## Partner types



Authorized Reseller

This type of Partner is a company that sells MFPs or other IT related products or services and has an extensive customer base. Benefits include generous discounts from the start of your partnership with Y Soft. The minimum annual sales target for a YAR is 20.000 USD/15.000 EUR. No Y Soft technical training is required. Y Soft Direct customer support applies for all Partners' customers where the standard partner price includes Direct Support service.



Authorized Channel Partner

This type of Partner is a company with an established reseller channel for MFP sellers or software and services providers. YACPs never sell directly to the end customers. Benefits include generous discounts from the start of your partnership with Y Soft. The minimum annual sales target for a YACP is 40.000 USD/35.000 EUR. YACPs are required to provide 1st and 2nd levels of technical support.



Authorized Service Partner

This type of Partner is a company that provides software services and solutions to an extensive customer base. Benefits include generous discounts from the start of your partnership with Y Soft. The minimum annual sales target for a YASP is 40.000 USD/35.000 EUR. YASPs are required to provide 1st and 2nd levels of technical support.



Authorized Global Partner

A Y Soft Authorized Global Partner is a global company that supplies MFPs and/or print environment solutions. This partner closely cooperates with Y Soft on future product development and current product enhancements and updates.

## Partner benefits

### Business development reward Discount level

- Annual Revenue Discount
- Support Level Discount
- Business Development Activities Discount
- Incident Ticket Quality Discount

### Marketing investment rebate

Your company can acquire a marketing investment rebate based on your annual sales volume, which you use as a budget for marketing activities agreed to between your company and Y Soft.

### Incentives for sales & solution specialist

Your company can acquire an incentive budget for sales representatives and pre-sales engineers to encourage and motivate them in Y Soft sales and solutions activities.

## How to become a Y Soft Partner

Joining the Y Soft Partner Reward Program is easy. Simply visit our website at [www.ysoft.com/Partners/How-to-become-a-partner](http://www.ysoft.com/Partners/How-to-become-a-partner) and complete the online Partner application.

We will review your Partner application and respond via email within 2 business days.

## Our customers

BLACKROCK

ExxonMobil

Humana

 Raiffeisen  
BANK

 TEXAS  
INSTRUMENTS

T-Mobile

## Our partners

DEVELOP

FUJI xerox 

  
KONICA MINOLTA

OKI

 olivetti

RICOH

SAMSUNG

SHARP

TOSHIBA

xerox 



"Using YSoft SafeQ, we have increased our annual sales volume after year by 20%."

**James Kavanagh**

Head of Managed Print Services, MJ Flood



"I wouldn't want to miss this opportunity to thank you and your team for all the commitment and great support that we received when working with you on the Saint Thomas project. Your professionalism is very rewarding and reassuring for your clients."

**M. Carolina Vives**

Office Territory Manager, Xerox Chile



"We like to work with Y Soft team and sell the SafeQ product. As the team is always very supportive on our feedback for continuous improvements and the product is very robust with the new SafeQ V5. Architecture using private cloud technology and many other new features."

**Wai Tuck**

Solutions Manager, Industry Solutions Group, FUJI XEROX SINGAPORE PTE LTD



"The wide range of capabilities and flexibility of the YSoft SafeQ product suite gives us the flexibility to cater to the sophisticated demands of our customers. Combining this with the valuable support of the Y Soft team really makes a great partnership."

**Jan Müller**

Team Manager, Product Management Group – Applications & Platform, Konica Minolta Business Solutions Europe GmbH