Sales Kickoff 2022

Independent Software Vendors and System Integrators

Program Goals, Overview and Review

What is the ISV and SI Partner Program?

Purpose:
Grow the business through specialized and disruptive technology partnerships

Program Rebranding	Revenue Growth	Enablement	Customer Success

ISV Opportunity

ISV and SI Partner Program Goals

Innovation — Working with innovative and disruptive technologies and solutions.

Specialization — Extending SYSPRO's deep domain Knowledge and specialization.

Cloud Adoption — Creating connected cloud capabilities and functionality.

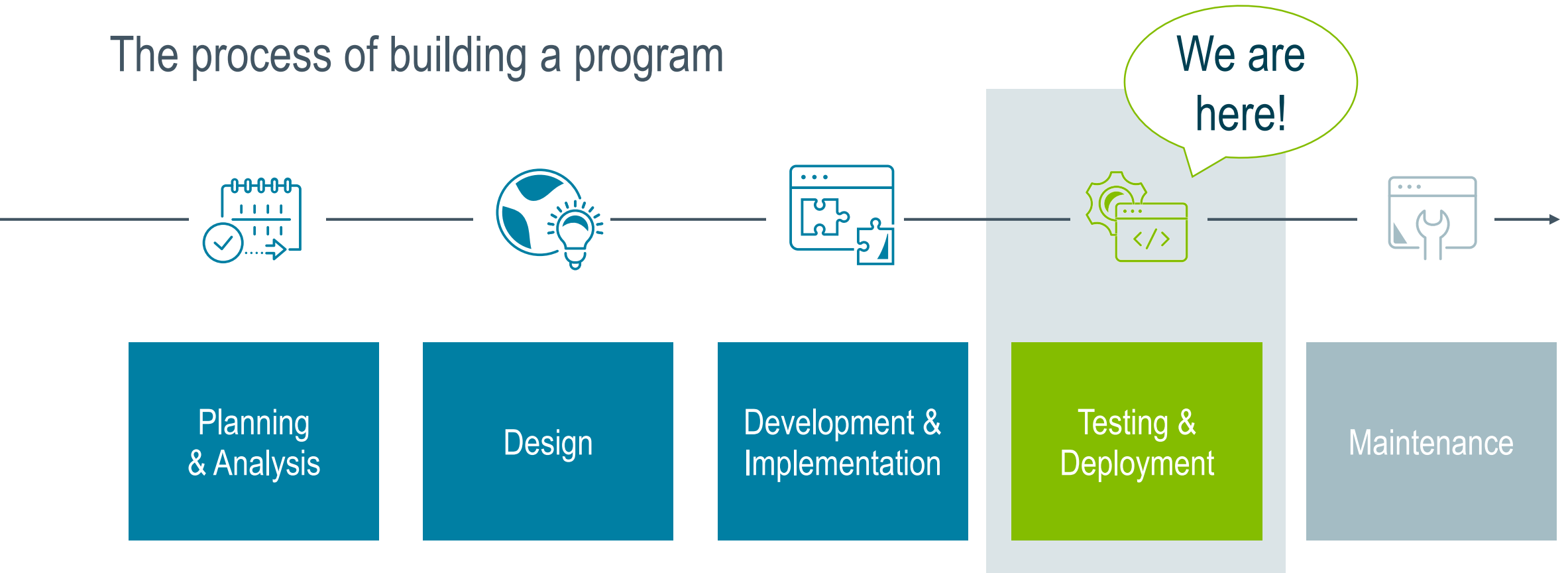**Customer Success** — Finding the right solutions for our customers.

Revenue Opportunity — Growing our revenue though upsell and cross-sell strategies.

ISV and SI Program Overview – The Journey so far

The process of building a program

We are here!

| Planning & Analysis | Design | Development & Implementation | Testing & Deployment | Maintenance |

Approved ISV and SI Partner Types

	System Integrator Development Partner	**Customized** or **tailored software** and services No commercial partnership
	System Integrator Commercial Partner	**Commercialised data integration** or **iPaaS (integration Platform as a Service)** software
	Independent Software Vendor Partner	**Vertical solutions** such as Quality management, warehouse management **Horizontal solutions** such as payments, business analytics and reporting and e-commerce
	Referral ISV Partner	**Marketplace and other Vertical solutions and Horizontal solutions**

Signed Global partners

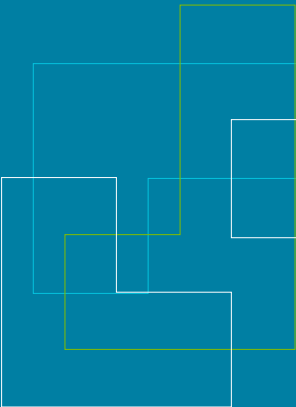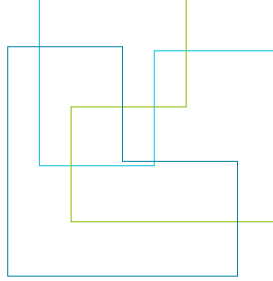| Business Intelligence, Analytics, Reporting – ZAP BI | Corporate Performance Management- Prophix | Warehouse Management (Light) - riteSCAN | Electronic Document Interchange - TIEKNETIX | Compute-Aided Design 1 - CADLINK | Compute-Aided Design 2 - CADTALK |

Next Generation of Global ISV Partners FY22

TBC

Advanced Warehouse Management

Advanced Quality Management

Document Management and Delivery

Other regional requirements

ISV/ SI Revenue Performance, Forecast and Next steps

Say Yes to Next
Sales Kickoff
2022

FY21 Performance and Forecast

REGION	2020 ACTUAL	2021 BUDGET	2021 ACTUAL	2022 BUDGET
Asia		38 884	↑ 21 826	↓ 35 898
Australasia	81 256	79 954	↑ 136 077	↓ 71 801
Africa	96 000	120 000	↑ 150 000	↑ 180 000
Canada	451 476	550 080	↓ 439 450	↑ 581 670
USA	2 289 107	3 149 075	↑ 2 579 177	↑ 2 835 741
Global Total	2 917 839	3 937 993	↑ 3 326 530	↑ 3 705 110

FY21 Performance

YoY Growth

	Asia	Australasia	Africa	Canada	USA	Global Total
YOY Growth	100%	40%	36%	-3%	11%	12%

Revenue Contribution 2021

- Asia — 1%
- Australasia — 4%
- Africa — 5%
- Canada — 13%
- USA — 78%

Actual vs Budget 2021

	Asia	Australasia	Africa	Canada	USA	Global Total
Act vs Bud %	-78%	41%	20%	-25%	-22%	-18%
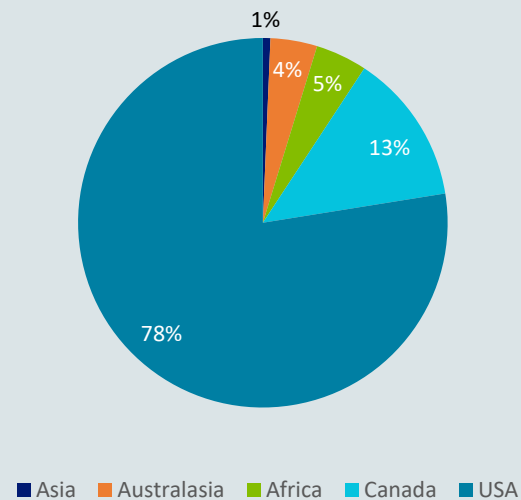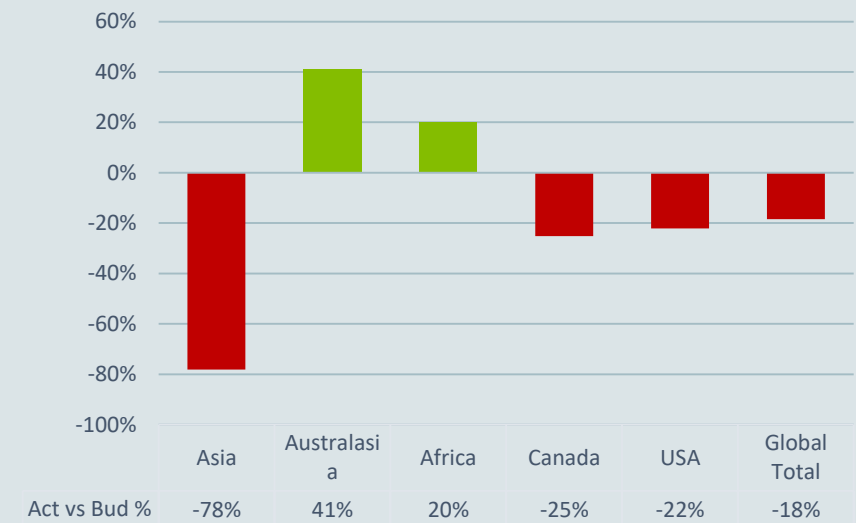
FY22 Forecasting

Budget Adjustment

	Asia	Australasia	Africa	Canada	USA
Bud Adj	-8%	-11%	33%	5%	-11%

Revenue Contribution 2022

1% 2% 5% 16% 77%

Asia Australasia Africa Canada USA

Forecasted Growth

	Asia	Australasia	Africa	Canada	USA	Global Total
Forecast	39%	-90%	17%	24%	9%	10%
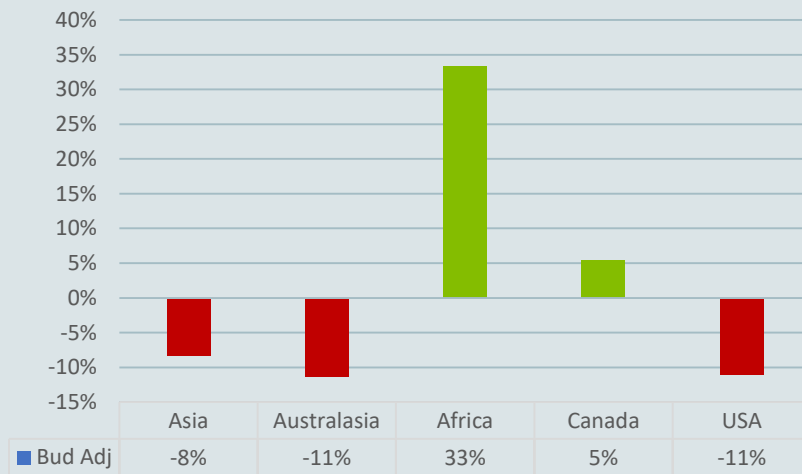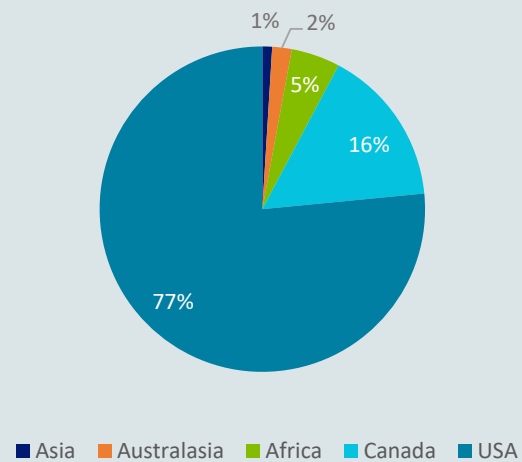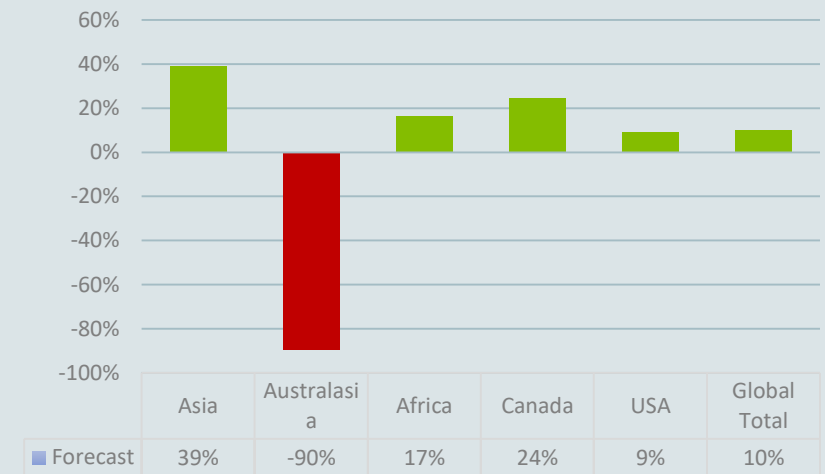
Next Steps

According to IDC research "By the end of 2024 aggregators' marketplaces will become the primary pane of glass for over 50% of partners"

Program Rebranding

- Q1 - Processes, systems and documentation.

- Q2 - Launch and Promote ISV and SI Partner program.

- Q3 - New ISV and SI Marketplace referral partner tier.

- Q4 – Recruit and onboard new ISV and SI partners

Enablement

- Q1 – Develop and distribute enablement documentation.

- Q2 – Q4 Host continuous regional enablement sessions

Next Steps

Customer Success

- Q1 – Build ISV and SI program Rebrand awareness.

- Q2 - Host customer focused regional enablement sessions

- Q3 – Regional customer and partner spotlight and success stories campaigns

- Q4 – Customer satisfaction surveys

Revenue Growth

- Q1 – ISV Partner pilot project.

- Q2 – Start monthly partner and region cadence to discuss sales pipeline, progress and activities.

- Q3 – Regional and Global ISV and SI solution upsell campaigns.

- Q4 – BAU marketing and sales initiatives

Thank You

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