

VALUE-ADDED RESELLER PARTNER PROGRAM



Grow your business and equip your customers with the ultimate technology to drive their growth by partnering with Magaya, the leading platform in logistics and supply chain automation.

SOLUTION OFFERING

The Magaya Digital Freight Platform sets the technology foundation for modern logistics management with flexible, interoperable, and modular cloud-based solutions for shipping, warehousing, rate management, visibility, digital forwarding, compliance, CRM, and more. Whether used together as an integrated platform or independently, Magaya solutions enable businesses of all sizes to streamline complex and redundant processes, enhance the customer experience, optimize productivity, reduce costs, and grow revenue.

PROBLEMS WE SOLVE

As logistics service providers start to embrace the digital age, having an integrated logistics platform is more important than ever to help them overcome many of their business challenges, allowing them to:

- Digitize operations and bust silos with accurate, holistic data for everyone in a single platform
- Streamline and dramatically speed up the RFQ process, plus query and manage fast, accurate rates in a single control tower
- Keep customers apprised on the location of their cargo with automated notifications, reducing calls and emails
- Finish filing faster and communicate with CBP in real-time, ensuring full compliance
- Eliminate duplicate and manual data entry, protecting processes from human error and giving you hours back in your day, allowing you to take on more business!



Sales & Marketing Benefits

- Dedicated Sales Resource
- Online Sales Tools and Collateral
- Magaya Software Virtual Environment
- Access to Competitive Information
- Support for Partner Events



Technical Benefits

- Support Portal and Knowledgebase
- Training
- Dedicated Support



Financial Benefits

- Deal Registration/Leads
- Revenue Share on Term of Contract for Deals Brought to Table
- Implementation Revenue
- Upsell and Cross-Sell Partner Services/Products



Requirements

- Primary Business is Logistics Technology/Consulting
- Non-Competitive Solution Offerings
- Annual Revenue Commitment

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