

There has never been a better time to partner with Riva

www.rivacrmintegration.com/partners/



Partnering for success: A 1+1=10 equation

When Riva engages new partners, we are always looking for a 1+1=10 equation – where the whole is greater than the sum of its parts. We want to work with CRM sellers and consultants who have firsthand experience dealing with the challenges of “free” Outlook, IBM Notes, and Gmail plugins. The challenges we hear about most frequently include reliability and performance issues, missing features, a lack of flexibility, and costly IT management issues (e.g., duplicate contacts, poor hybrid system support, calendars not syncing properly, time wasted installing and configuring plugins, and others).

Riva solves these business challenges. This is why over 1,200 companies and 150,000 CRM users – from the world’s largest banks and insurance companies, Fortune 500 and Global 1000 companies, and hundreds of fast-growth SMBs across all industry verticals – trust Riva to deliver CRM data automation, relationship intelligence, and cognitive insights. Riva is a powerful Customer Intelligence platform that helps companies tackle complex CRM data automation challenges, drive sales productivity, and increase CRM user adoption and satisfaction. These are just a few of the value-adds that Riva delivers for our shared customers.

Riva Partner Programs designed for your business model

Open Referral Program

If you recommend technology solutions to clients who use CRM and collaboration platforms (but prefer to have the manufacturer of the technology do all the heavy lifting to evaluate, buy, and deploy the solution), this program is for you.

- Referral fee paid on first-year subscription
- Demo assistance and complete sales cycle support
- Access to marketing and sales assets on our Partner Portal

Open Developer Program

Do you develop commercial or custom integrations for your customers? This program is designed to give you the tools and support needed to integrate other applications and systems with the Riva Sync framework.

- Connect your app to multiple CRM and email systems
- Get access to sample projects, a Riva API Reference Guide, free developer support, and Riva professional services as you build your custom connector

Authorized Reseller Program

If you recommend and resell technologies and prefer to act as your customers’ primary contact during evaluations and procurement, this program is for you. Authorized Resellers earn higher commissions.

- Tiered margins on all subscription license sales including renewals based on revenue OR customer acquisition attainment
- Demo assistance and complete sales cycle support
- Up to 10 free Riva Cloud subscription users OR up to 20 Riva Cloud licenses at 50% off (for internal use)
- Access to marketing and sales assets on our Partner Portal

For more information on Riva’s Partner Programs, please contact:

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