

MAPPEDIN PARTNER PROGRAM 2020

ABOUT OUR PROGRAM

Mappedin is a digital mapping technology company, headquartered in Waterloo, Canada. Our platform enables owners and operators of major portfolios and infrastructure to manage their maps with greater efficiency, drive operational improvements at scale, and provide their users with an enhanced experience across every channel. Partners use Mappedin as the foundation to empower customers as they embark on creating contextually-relevant applications.

Mappedin offers a flexible, value-based program that provides the skills, tools and support you need to take advantage of a digitally transforming world where your customers' business relies on delivering better digital results for the physical environment. Our program offers:

- ⚙ Tiered incentives based on mutual investment and contributions
- ⚙ Flexibility to support your evolving business strategy
- ⚙ Profitability to grow and enable re-investment in your business

The program is designed to enable partners to build, sell and empower customers to invest in place-based experiences by providing an accessible suite of map management tools. At the same time, the Mappedin Partner Program offers the flexibility to support partners across multiple business strategies as they evolve.

Investment creates value and mutual investment creates success. Whether you're looking to earn revenue through referral or resale, find new opportunities with existing clients or acquire new customers, build applications or deliver value-add services, the Mappedin Partner Program provides the tools and resources to do so.

Mappedin recognizes that not all partners are alike and so our value-based and flexible partner framework provides opportunities to refer, resell, develop, or integrate. Each of these models are unique and we look forward to discussing which is right for your business and desired level of investment.

PARTNERSHIP DETAILS

PARTNER TYPES

REFERRAL PARTNERS

Take advantage of Mappedin's growing suite of wayfinding and mapping products that work together to support place-based digital transformation. Refer your existing clients and earn referral fees along the way.

IMPLEMENTATION PARTNERS

Implement, operationalize and customize the Mappedin platform through SDKs and GeoJSON based exports that are IMDF compatible to generate profitable client engagements and great business outcomes.

PARTNER TIERS

TIER 1

Ideal for new partners that are exploring a business strategy with Mappedin or partners that have client opportunities which they would like to capitalize on through a Mappedin partner relationship.

TIER 2

For a partner that sees a growing business with Mappedin, interested in developing a mapping and navigation product suite and actively seeking growth through new and installed-base client opportunities and engagements.

TIER 3

At the deepest level of partnership, these are the partners that engage closely with Mappedin to drive significant business results based on advanced product integrations, industry knowledge and co-sell opportunities.

TIER BENEFITS

	TIER 1	TIER 2	TIER 3
BENEFITS			
Partner Portal	✓	✓	✓
Sales Support	✓	✓	✓
Quarterly Check-ins	✓	✓	✓
Base % of Closed Deals	✓	✓	✓
Internal Use of Mappedin Products	✓	✓	✓
REQUIREMENTS			
Sign Agreement	✓	✓	✓
Actively Promote Mappedin	✓	✓	✓
BENEFITS			
Higher % of Closed Deals		✓	✓
Sales Certification		✓	✓
Go-to-Market Resources		✓	✓
Lead Sharing		✓	✓
Monthly Meetings		✓	✓
Dedicated Partner Manager		✓	✓
Logo in Partner Register		✓	✓
Demo Venue		✓	✓
Use of Mappedin Logo & Marks		✓	✓
REQUIREMENTS			
Joint Business Planning		✓	✓
Named Partner Manager		✓	✓
BENEFITS			
Highest % of Closed Deals			✓
Shared Slack Channel			✓
Joint Product Offerings			✓
Developer Support			✓
Market Funds			✓
REQUIREMENTS			
Certified Mappedin Partner			✓

WORK WITH US

Let's work together to map the indoors.

Mappedin provides a modern and collaborative approach to enabling our partners. We want you to understand Mappedin's business to the same degree that we do, ensuring you have the technical and market knowledge to foster meaningful conversations and drive your business forward. Our sales certification program and extensive knowledge base will be used to set you up for success.

Apply now by emailing contact@mappedin.com

