

JobOps Solution Provider Overview

What JobOps Customers are Saying

“Project managers are able to review costs for their projects using informative inquiry screens and reports, helping them identify potential problem areas quickly.”

“From the warehouse floor to the front office, we are better able to analyze project profitability because we have both sales and costing information together.”

“JobOps is critical for us because it links purchase orders to sales orders. With it we can create work tickets for different types of jobs, so we can break out tasks like calibration, repair and assembly.”

“Work-in-progress reports make it simple for us to keep an eye on open orders and know when they’re ready to be shipped.”

“Our service department manager uses JobOps to track when parts come in so as to better monitor inventory. We can calculate profits and know which orders contribute most to our bottom line.”

What JobOps Solution Providers are Saying

“Specializing in JobOps has allowed us to differentiate ourselves from our competition. Using JobOps, we have extreme confidence when selling against other vertical manufacturing applications.”

“By adding JobOps to our product portfolio we were able to upgrade a client from a 15-user Sage MAS 90 to an 80-user Sage MAS 200 ERP implementation. Without it, they would have replaced Sage MAS 90 with another solution.”

“JobOps gave us a great solution for job shop manufacturers that could not afford Sage MAS 500 ERP.”

Why Partner with Us?

When you become a JobOps Solution Provider you join an elite group of over 50 Sage Resellers who have differentiated their Sage MAS 90 and 200 offering for the manufacturing market. We focus on small-mid-sized manufacturing companies in the make-to-order, field service/repair and installation market.

Our Solution Provider Program

JobOps customers around the country are supported by Certified JobOps Solution Providers. Solution Providers are a select group of Sage Software’s MAS 90 and MAS 200 sales and support channel that have experience in job management consulting and have completed the certification programs for both JobOps and MAS 90.

Forming an alliance with us by either becoming a JobOps Solutions Provider or referring leads to us puts you in a better competitive position. Working with us you can more easily win new MAS 90 and 200 business or retain existing customers you might otherwise lose to competition. In addition to this, our program offers significant opportunities in product margin and consulting revenue that will drive more revenue back into your firm as well as provide additional services to clients. It’s a win-win business situation for all.

Partner Program Benefits:

- *Proven solution with over 500 end-user sites, representing over 5,000 users*
- *Increases average deal size by \$30K or more.*
- *Referral fees average \$2250*
- *Integrated Sage MAS 90 and 200 Solution for make to order manufacturing job shops*
- *Tap into our collective JobOps Partner expertise when you refer leads to us*
- *FREE leads*
- *Online Partner Portal*



“JobOps helps you stand out in the competitive ERP market with a vertical solution of great flexibility and revenue potential.”

JobOps Partner Program

ABOUT

JobOps is a suite of Job Management modules for Sage MAS 90 and Sage MAS 200 ERP. JobOps is suited for small and mid-sized companies (\$7-50 million), in the manufacturing, installation and service/field repair areas.



JobOps Marketing Programs

- JobOps sales leads come in via our high-traffic website. Once a lead comes in we review it and assign it to our Solution Providers. Solution Providers are then responsible to engage in sales activities with that prospect.
- We encourage all of our partners to include JobOps in their Sage marketing campaigns
- JobOps provides marketing samples and templates so you can get your marketing campaigns up and running quickly. The JobOps marketing department is also available to assist you “FREE of CHARGE” to come up with ideas and best practices for your specific needs.

JobOps Partner Portal

- The JobOps Partner Portal is an exclusive area of our website for partners only where we have information, downloads and demonstrations available. Our portal also includes a competitive message board forum where all partners can share their selling experiences to build the overall knowledge of the channel.

JobOps Communications

- The JobOps team communicates regularly with its partners via email newsletters, regular conference calls and web seminars. In addition, our recently Formed JobOps Advisory Committee lets partners contribute their feedback to our ongoing product development efforts for future product capabilities.

JobOps Training

Key to your success is the emphasis we put on getting our partners trained on the various aspects of JobOps. This ranges from giving you the tools to be able to present the product to clients to more in-depth product training. Rest assured, that the JobOps team is committed to your success in all aspects of serving your JobOps clients.

Sales Training

JobOps has regularly scheduled training classes that assist new and current Solution Providers in understanding the sales process. In addition to formal classroom type sales training, informational webinars are held regularly to increase our partners skills in prospecting, presenting and closing JobOps Sales. A full library of classes on a variety of these topics will soon be available through our partner portal.

Product Certification & Implementation Training

Our product training course provides the skills necessary to become a certified JobOps Partner. These classes are scheduled regularly and are taught by our experienced support and consulting group. In addition, we provide training on new product releases and implementation skills for JobOps and related Sage MAS 90 and 200 releases.

JobOps Telephone Support

One of the advantages of becoming a partner is access to our highly trained JobOps telephone support center. For a competitive hourly fee, we can support your clients as the software provider, a benefit that will help you sustain and grow your client base.

Becoming a JobOps Solution Provider

To learn more about the JobOps Solution Provider Program, contact us at (800) 815-8483 or by e-mail at info@jobops.com.



www.jobops.com

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