



Focus on Success and Profitability

BENEFIT FROM OUR **PARTNER PROGRAM**

Leverage the right Supply Chain Management (SCM) solutions and services. Our partner program is tailored to your and your clients' business needs.

Partner Program

SCM solutions are designed, built, optimized and managed by a world-class customer success team singularly-focused on partner and client growth and profitability.

GUIDING PRINCIPLES

- Amplified growth
- Mutual values
- Better brand association
- Increased revenue
- Extended network
- Enhanced solution offering
- Indirect sales channels.
- Upscaling sales and marketing



Selling Channel Partners

Referral Partner

- Collaboratively endorsing / referring 4R solutions in specific markets.
- Commission payment for new client users of 4R services and solutions

Channel Partner (Reseller)

- Indirect sales
- Value added reseller (VAR) to resell and implement the 4R solutions to their clients and customers.

Joint Go-To-Market Partner (Strategic Partner)

- Joint sales partner driving incremental revenue through a collaborative sales cycle
- End-to-end partner enablement from sales play books, partner nurture programs, sales and marketing execution.



Consulting Partner

Implementation / Consulting Partner

- JProvides implementation, integration, and consulting services.
- JInstrumental in helping clients achieve their greatest benefit from their 4R solutions.
- JEnhances overall solution value
- JCo-marketing opportunities



Technology Partner

Solution / Technology Partner

- Intended for partners that offer a service or technology that is adjacent or mutually complementary with 4R.

4R

As a member of the 4R Partner Program, we can provide the market with expert knowledge in c-store retail strategy combined with proven SCM software solutions.

4R Partner Program has been built with your needs in mind. 4R has built a structured partner program, designed to mutually increase customer outreach and growing revenues.

- ✓ Go-to Market Support
- ✓ Training & Support
- ✓ Sales Plays

- ✓ Nurture Programs
- ✓ Marketing Execution
- ✓ Sales Execution