



**ASSOCIATE PROGRAMME.**

**#JOINOURJOURNEY**

**Grow your revenue and service offering by selling market leading solutions from Lily.**

Are you looking to bolster your portfolio with a range of digital transformation solutions, designed to help businesses reduce costs, increase revenue and improve efficiency?

**Partnering with Lily  
couldn't be easier!**



# Becoming a Lily Partner!

Our Associate programme has been designed with the channel partner in mind, **giving you the flexibility to choose a way of selling that works for you.**

We understand that the requirements of every business are different, which is why we've created a **range of partner levels** to allow you to choose a partnership that works for you.



## Our Partner Levels

### Virtual Reseller

The virtual reseller programme is for partners who want to **be in full control** of the sales and customer support process. Lily provide **all the support you need**, with training, advice and access to collateral, but you work the opportunities yourself.



### Referral

**You identify the opportunity** and Lily will take care of everything else. The referral programme is a fully managed service, with total ownership of the sales process (including bid support and site visits), customer on-boarding, billing, technical and marketing support **all managed by Lily.**



### Dealer

You identify the opportunity and work alongside Lily to secure the deal. The Lily team become an **extension of your sales force**, providing bid support, sales meetings, bill analysis and proposal production along with tier 2 day to day and technical support, whilst you still manage the relationship with the customer.

# Get in touch today!

You have the freedom to select which of our market leading products and services you want to offer, making sure that **the solutions are a good fit for your existing portfolio**. We'll provide you with all the information you need to get started, ensuring the partnership is a success.

**Contact us today** for more information on our **Associate Partner Programme**.

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