



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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