



The Partnership Opportunity

Computime develops, markets, and sells products that are fully integrated with Acumatica and which extend Acumatica's functionality. These products, branded Orbis, are certified and customer validated through Acumatica's ISV program. Orbis products enhance the opportunity to increase your revenue with additional sales to your current customer base, as well as enabling you to sell a complete solution to prospective clients.

Participation Levels

To sell our products, we offer two Partner Program types to certified Acumatica Value Added Resellers.



Strategic Partner

The Strategic Partner Program is suitable for those Acumatica VAR partners who purchase Orbis products for resale to end-users on a periodic basis, and in addition who implement and support Orbis products directly. As a part of the Strategic Partner Program, the Partner has established Computime as a preferred vendor. The Strategic Partner understands that Orbis products are an integral part of their business and its staff attends sales and implementation training.



Referral Partner

The Referral Partner Program is suitable for those organisations who have a prospect for Orbis products but do not want to be involved in the sale or implementation of the Orbis products.

Training

Computime offers training on all our Orbis products and strongly encourages every Strategic Partner to take advantage of the training opportunities that are offered by being prepared to install Orbis products. Training takes place at the Computime corporate office, onsite at the partner's premises, online, or at the Acumatica Summit. For Referral Partners, no formal training is required, however adequate knowledge of how to introduce and position the solution is recommended.

Sales Support

Computime provides a wide range of sales tools for Orbis products, including:

- ✔ Demo / Not for Resale license
- ✔ Product demos and scripts
- ✔ Regularly scheduled webcasts
- ✔ Website with comprehensive product information
- ✔ Downloadable product brochures
- ✔ Client success stories and testimonials
- ✔ Sales and product support

Market Exclusivity

Many partners have established market niches to serve certain verticals and already share geographic regions and markets with other Partners. Computime will strive to limit the number of Orbis Partners in a specific geographic region, however Computime does not observe territory exclusivity. In all cases, information about Partners is held in confidence.

Computime Direct Sales

As an Acumatica ISV as well as VAR, Computime sells its products both indirectly through a channel of partners and directly to end-users. Computime will sell direct only within its own markets and commits that if approached by a prospect we will prioritize the finding of a suitable Orbis Partner based on territory rather than pursue the opportunity ourselves.

Implementation Support

Computime offers onsite and remote consulting support for Orbis products. Rates for these services depend on the terms of the engagement.

Product Support

All licensed Orbis products require subscription or maintenance plans which include upgrades to new versions at no additional cost. The Computime technical team will provide support to partners on all Orbis products.

About Orbis

Orbis is a range of fully integrated extensions for Acumatica – which optimize and accelerate various operational processes across a business. All Orbis extensions are developed by Computime and made available through the Acumatica global partner network.

About Computime

Computime is an established provider of a wide range of specialist ICT solutions and services, with a successful track record of conducting business for more than 40 years. Headquartered in Malta, Computime is a Gold Certified Acumatica VAR and ISV partner.