HULFT Partner Program 3.0

Yasuko Sakurai

Managing Director

HULFT PTE. LTD.

FY16: Focused Activities in ASEAN

1. **Improve brand recognition / Lead creation**

2. **Direct Sales Activities**
   i.   **To grasp customer's data integration needs**
   ii. **To add sales scenarios**

3. **Develop new partner and enable better existing partner relationship**
   i.   **Collaborative project with partners**
   ii. **Strengthen sales and support system**
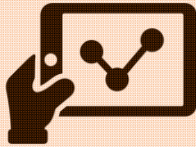
HULFT Partner Program

Sales Support	Provide Information

Marketing Support	Enablement

HPP is a **global program** that is **adjusted to support each local market** in the best way.

Monthly Partner News

HULFT ASEAN Partner News
Jan. 2017

HULFT Enterprise Data Transfer Management Solutions

In This Issue

1. Achieving Successful ERP Integration
2. How DataMagic Simplifies Data Conversion
3. How DataSpider Servista Simplifies Data Integration
4. New DataSpider Servista Adapter for MS Dynamics AX
5. Jan. 2017 Jakarta Event for HULFT Partners

1. Achieving Successful ERP Integration

Enterprise resource planning (ERP) software such as Microsoft's Dynamics AX and competing solutions by SAP are being introduced in a

the analysis of the data, allowing the team to create more valuable materials for discussions at meetings.

Could your clients benefit from DataMagic?

> Learn More   > Free Trial

3. How DataSpider Servista Simplifies Data Integration

Recent Featured
Jan: Achieving Successful ERP integration
Feb: Transferring privacy data securely on internet

ASEAN Partner Site

HPP Portal for ASEAN Partners

Topics and Info | Sales | Technical | Marketing | Procedure

Topics and Info | Sales | Technical | Marketing | Proc...

Contents for Sales
for Marketing
for Technical

Integration of the Mission-Critical System with Excel — Industry: Printing
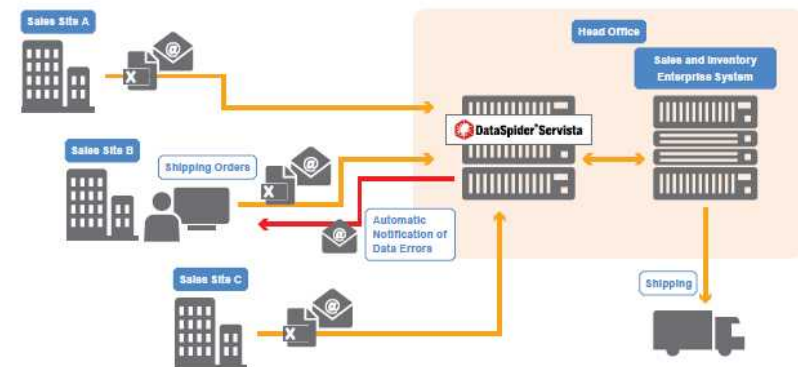
Purpose of introducing HULFT products

To improve efficiency and speed of shipping tasks by automating checks for whether the shipping order data in Excel spreadsheets attached to email is complete, and by automating input to the sales and inventory system.

Issues prior to introducing HULFT products

Because it was necessary for an employee to manually check the shipping order data sent in an Excel spreadsheet from each sales site, and to manually re-input the data to the sales and inventory system, the process took many labor hours.

Effect of introducing HULFT products

Because it is now possible for thousands of shipping orders to be instantaneously input to the sales and inventory system, many labor hours previously spent on shipping work have been saved.

2017 Jan 26th OPEN!
Guided in Feb partner news mail.

Partner Forum / Event

Share strategy, policy and information through face to face, two-way communication.

- **Partners' Conference (Kick Off Meeting)**
- **HULFT Days for Partners**
- **Executive Conference**
- **Technical Roundtable**

Kick Off Meeting

HULFT Days
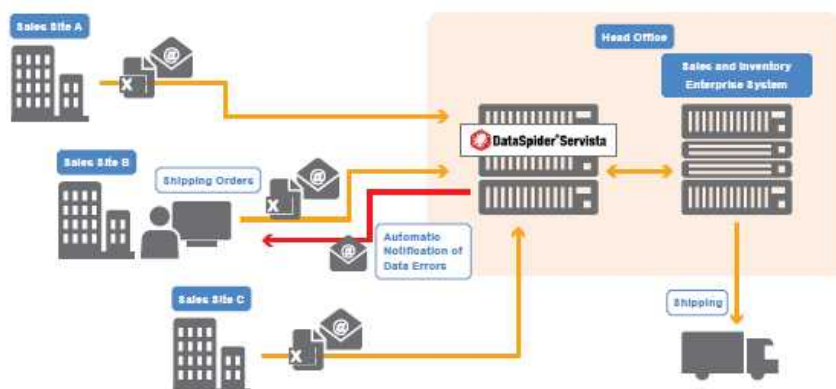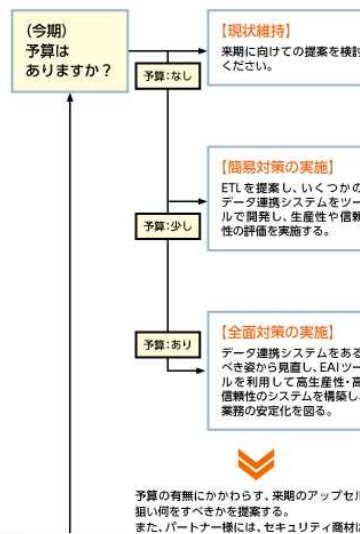
Access Sales Tools @ Partner Site

Use Case Library

Sales Support

Official Logos

HPP Logo

HULFT Partner Program

HPP Partner Logo

HULFT Partner

HULFT Partner

Membership Logo

HSP
HULFT Sales Partner

HULFT Partner
Sales Partner Certified

HTSP
HULFT Technical Support Partner
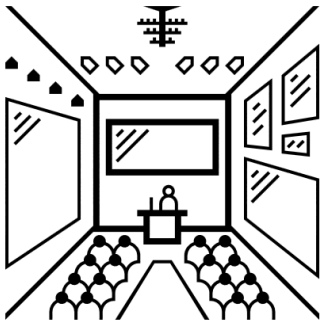
HULFT Partner
Technical Support Partner

HIP
HULFT Implementation Partner

HULFT Partner
HULFT Implementation Partner
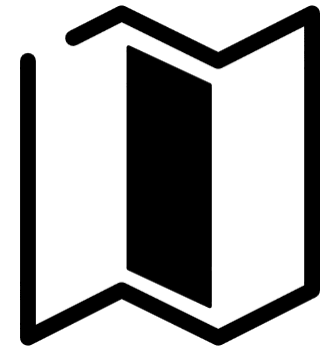
Marketing Development Fund (MDF)

Marketing Support

| Organize Seminar | Run Telemarketing | Double Logo Novelty | Marketing Collateral |

and etc.

Support fund is a MAXIMUIM of 50% of the total cost (capped at $4,500)

Details of MDF are described on Partner Site.

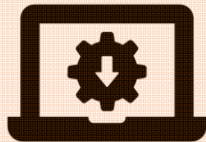# HPP Membership Category

Propose System Integration

Closing

HULFT **S**ales **P**artner (HSP)

HULFT Partner
Sales Partner Certified

HULFT **I**mplementation **P**artner (HIP)

Implementation

HULFT Partner
HULFT Implementation Partner

Technical **S**upport **P**artner (TSP)

Technical Support

HULFT Partner
Technical Support Partner

HULFT Sales Partner(HSP)

HULFTPartner

Sales Partner Certified

Definition

HSP is membership of partner who provide HULFT product family to end user or resale companies. HSP provides variety benefit to the partners who have the certified membership level.

HULFT Sales Partner (HSP)

		Registered	Certified
Require ment	Submit HPP application Form	○	○
	Assign two sales persons	○	○
	Participate in **monthly meeting**		○
	Agreement on **Quarterly Sales Plan**		○
Benefit	HULFT Partner News	○	○
	Access to Partner Site	○	○
	Invitation to partner Meeting	○	○
	Introduction on the HULFT website		○
	Use of **partner logo/ product logo**		○
	Provision of **marketing leads**		○
	Use of **Marketing Development Fund**		○
	Version-up & level-up sales seminars		○
	Participation in **Focus Initiative**		○

Requirements and benefits may be subject to change.
Please check the latest version in the HPP Program Guide on our partner site.

#1. HULFT Joint Solution Program

Register the combination of
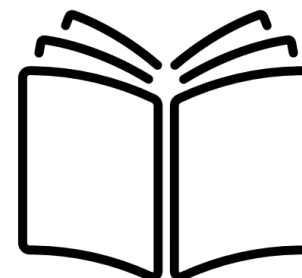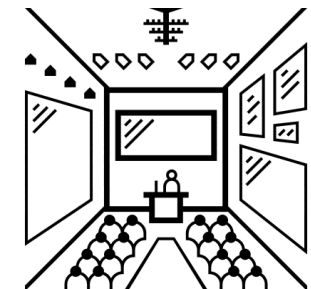
Partner's solution

HULFT Family

posted on HULFT's official website

distributed at HULFT event
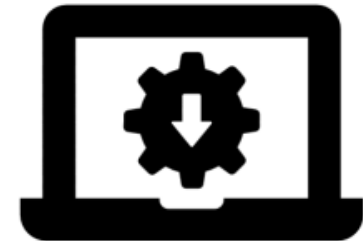
partner solution catalog (2017 Autumn)

HULFT Implementation Partner (HIP)

HULFT Partner
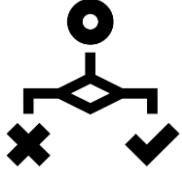
HULFT Implementation Partner

Definition

HULFT Implementation Partner is an authorized partner **specialized in the implementation** of our product.

Requirement & Benefit for HIP

Requirement	Submit HPP application Form
	Assign one technical staff / product
	Participation in quarterly review meeting
Benefit	HULFT Partner News
	Access to Partner Site
	Invitation to Partner Meeting
	Introduction on the HULFT web site
	Use of partner logo/ product logo
	Technical **skill up lecture**
	Initial training
	Use of support license
	Access to the **technical support website**
	Participation in Focus Initiative

Requirements and benefits may be subject to change.
Please check the latest version in the HPP Program Guide on our partner site.

Technical Support Partner (TSP)

HULFT Partner

Technical Support Partner

Definition

Technical Support Partner is a partner who has **advanced knowledge** about HULFT Family products, **explains basic operations** and **responds to basic inquiries from customers**.

Support Level	Scope
L0	T
L1	S P
L2	
L3	

Requirement & Benefit for TSP

Requirement	Submit HPP application Form
	Assign one technical staff / product
	Participation in quarterly review meeting
	Establish **support desk**
	Maintain **L1 level support**
Benefit	HULFT Partner News
	Access to Partner Site
	Invitation to partner meeting
	Introduction on the HULFT web site
	Use of partner logo/ product logo
	Technical skill up lecture
	Initial training
	Use of support license
	Access to the technical support website
	Participation in Focus Initiative

Requirements and benefits may be subject to change.
Please check the latest version in the HPP Program Guide on our partner site.

Expanding system integration needs
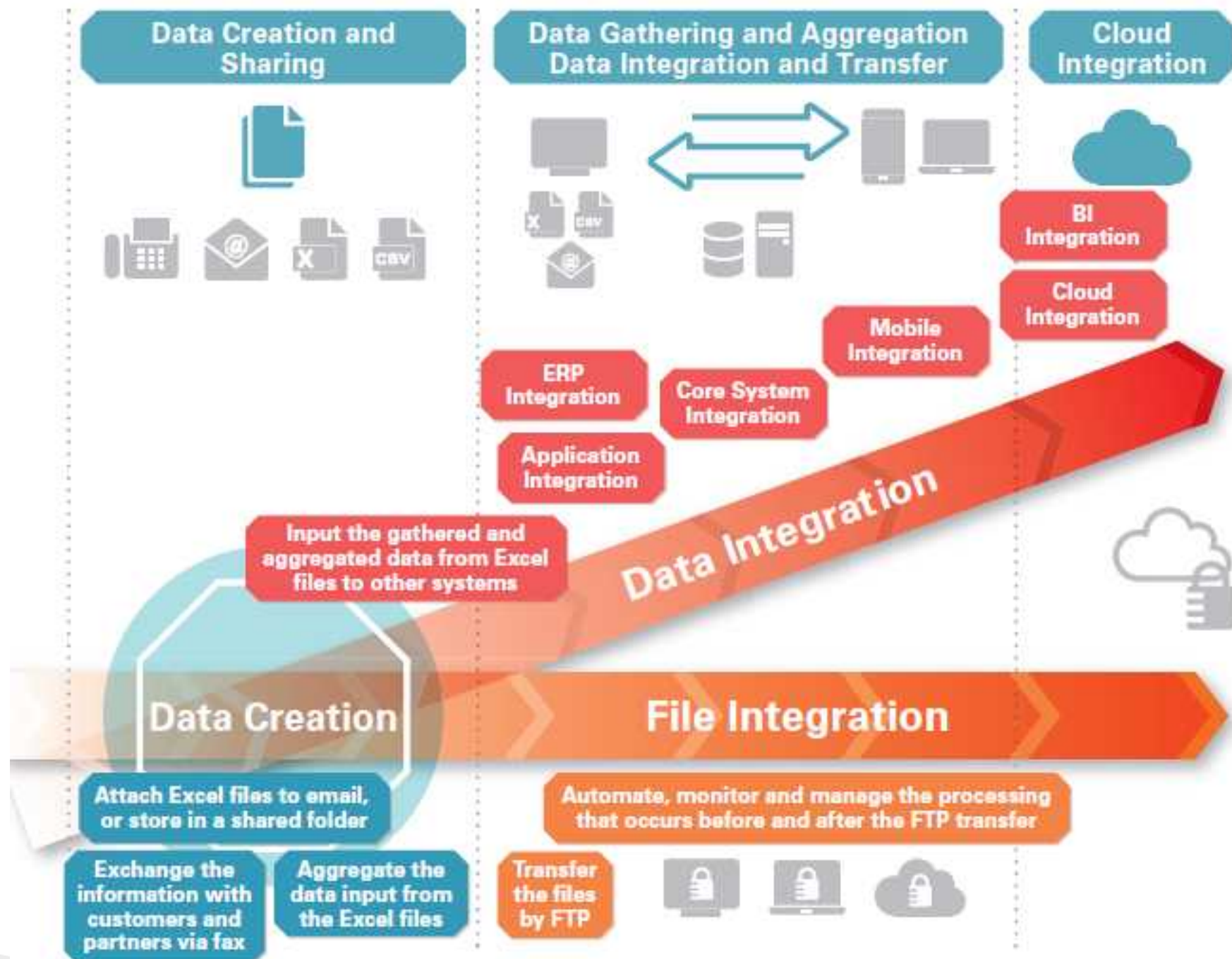
Together with partners

Together with partners' solution

HULFT

**Connecting Value,
Expanding Horizons**

THANK
YOU

www.hulft.com