

HULFT Partner Program 3.0

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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

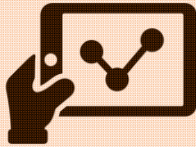
Sales
Support



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



**Provide
Information**

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

HULFT Partner Program

Topics and Info Sales Technical Marketing Procedure



HPP Portal for ASEAN Partners



Topics and Info



Sales



Technical



Marketing



Procedure

Contents for Sales
for Marketing
for Technical

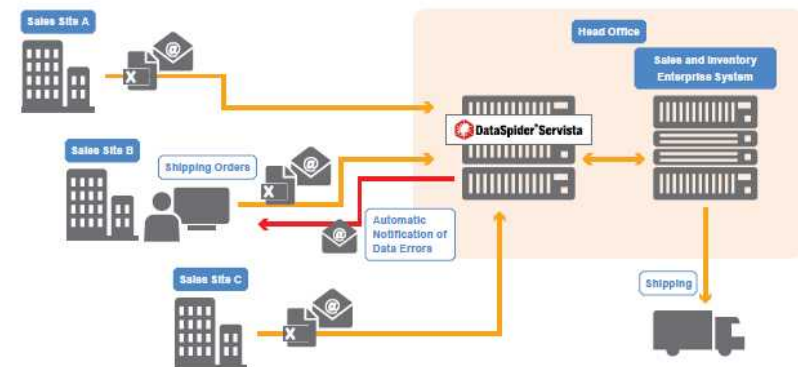
2017 Jan 26th OPEN!
Guided in Feb partner news mail.

Provide
Information

Integration of the Mission-Critical System with Excel

Industry: Printing

DataSpider® Servista



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.

Partner Forum / Event

**Provide
Information**

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

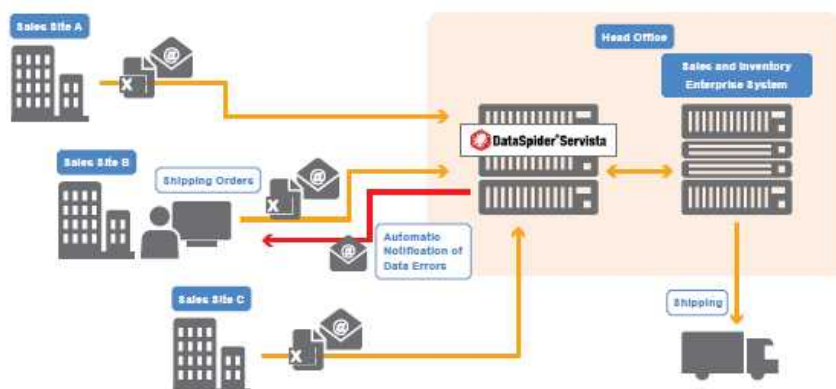
Use Case Library

Sales Support

Integration of the Mission-Critical System with Excel

Industry: Printing

DataSpider/Servista



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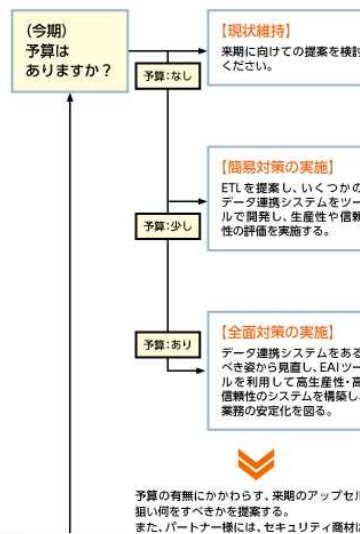
Hearing Sheet (Questionnaires)

データ連携 (ETL/EAI) 導入 ヒアリング・シート (1)

ヒアリング日付	
お客様名称	
お客様担当者	

ETLツール: DataMagic
EAIツール: Data Spider Servista

	ヒアリング項目	状況
	Q1 システム間でデータ連携するためプログラムは開発していますか?	Y / N
	Q2 データ連携している(したい)レベルは、どのレベルですか? ①コード変換 ②データの抽出・加工 ③アプリケーションの直接連携(DB更新など)	① / ② / ③
	Q3 開発した(したい)データ連携システムは、専用システムですか、汎用システムですか?	専用 / 汎用
	Q4 開発した(したい)データ連携システムは、開発+維持コストはいくらくらいですか?	円 / 年
	Q5 開発した(したい)データ連携システムの信頼性は、高いですか?	Y / N
	Q6 データ連携システムの開発ニーズは、毎年ありますか?(何件くらいありますか?)	Y / N 件
	Q7 データ連携システムを構築するノウハウを持った方はいらっしゃいますか?(何人いますか?)	Y / N 人
	Q8 迅速な開発は可能ですか?	Y / N
	Q9 信頼性の高い開発は可能ですか?(ドキュメント)	Y / N



Official Logos

Marketing
Support

HPP Logo

HPP Partner Logo

Membership Logo

HSP

HULFT Sales Partner

HTSP

HULFT Technical Support Partner

HIP

HULFT Implementation Partner

HULFT Partner Program

HULFT
Partner

HULFT
Partner

HULFT Partner

Sales Partner Certified

HULFT Partner

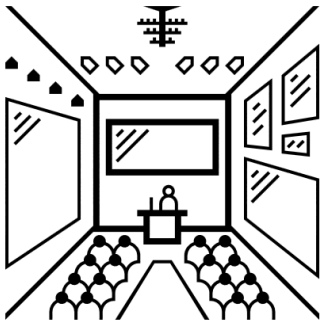
Technical Support Partner

HULFT Partner

HULFT Implementation Partner

Marketing Development Fund (MDF)

**Marketing
Support**



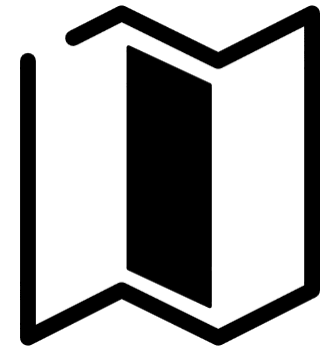
**Organize
Seminar**



**Run
Telemarketing**



**Double Logo
Novelty**



**Marketing
Collateral**

and etc.

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

Details of MDF are described on Partner Site.

HPP Membership Category

Propose System
Integration

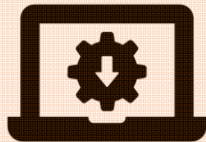
HULFT Sales Partner (HSP)

Closing



HULFT Partner

Sales Partner Certified



HULFT Implementation Partner (HIP)

Implementation

HULFT Partner

HULFT Implementation Partner



Technical Support Partner (TSP)

Technical Support

HULFT Partner

Technical Support Partner



HULFT Sales Partner(HSP)



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	<input type="radio"/>	<input type="radio"/>
	Assign two sales persons	<input type="radio"/>	<input type="radio"/>
	Participate in monthly meeting		<input type="radio"/>
	Agreement on Quarterly Sales Plan		<input type="radio"/>
Benefit 	HULFT Partner News	<input type="radio"/>	<input type="radio"/>
	Access to Partner Site	<input type="radio"/>	<input type="radio"/>
	Invitation to partner Meeting	<input type="radio"/>	<input type="radio"/>
	Introduction on the HULFT website		<input type="radio"/>
	Use of partner logo/ product logo		<input type="radio"/>
	Provision of marketing leads		<input type="radio"/>
	Use of Marketing Development Fund		<input type="radio"/>
	Version-up & level-up sales seminars		<input type="radio"/>
	Participation in Focus Initiative		<input type="radio"/>

Requirements and benefits may be subject to change.

Please check the latest version in the HPP Program Guide on our partner site.

2017 HPP Focus Initiative

#1. HULFT Joint Solution Program

Register the combination of

Partner Company Name
HULFT Collaboration

SISCO Marketing Department

Solution

Partner Company Logo

Integrating Concur with the Customer's Mission-Critical Systems

Solution Overview

×

The SISCO Marketing Department is an authorized distributor of the employee expense management cloud service Concur, the most used in the world. Though SISCO has various implementation records, its activities are not limited to the distribution of Concur. Other activities include proposals for system integration between human resources systems and accounting systems, which are strongly related to expense settlements via Concur. By using DataMagic, an ETL tool, it is possible to efficiently perform operations such as automatically importing data from the human resources system to Concur, referencing master data such as the permissions master file and the employee master file when connecting with the accounting system, and performing data conversion between the on-premises systems and the cloud service.

User Feedback

We were able to start operating Concur in a short period due to the ETL tool proposed by SISCO, which enabled us to develop and test the system quickly. Since all settings are specified in the GUI, programming skills are unnecessary, and a uniform output is possible, making standardization simple.

Message from Manager

Other than providing an expense settlement system using Concur, we propose total solutions through integration with core systems, and support the advancement of work productivity as well as cost reduction for our clients.

HULFT

Contact

SAISON INFORMATION SYSTEMS CO., LTD

HULFT Toll-free Number 0120-80-8620

*Business Hours: 9:30 - 17:59 (Excluding Saturdays, Sundays, Japanese

Partner's solution

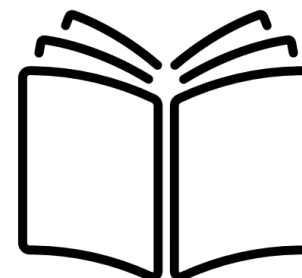
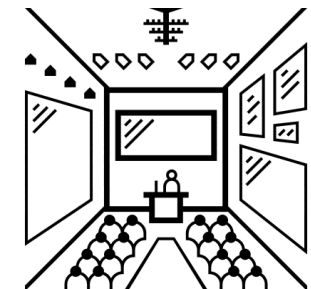


HULFT Family



posted on HULFT's official website

distributed at HULFT event



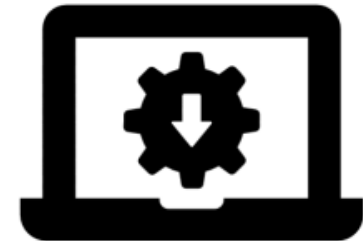
partner solution catalog (2017 Autumn)

HULFT Implementation Partner (HIP)

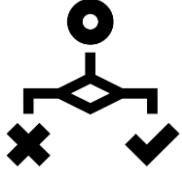



Definition

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)





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	 A blue vertical arrow pointing downwards, containing the letters "T", "S", and "P" stacked vertically in white.
L1	
L2	
L3	

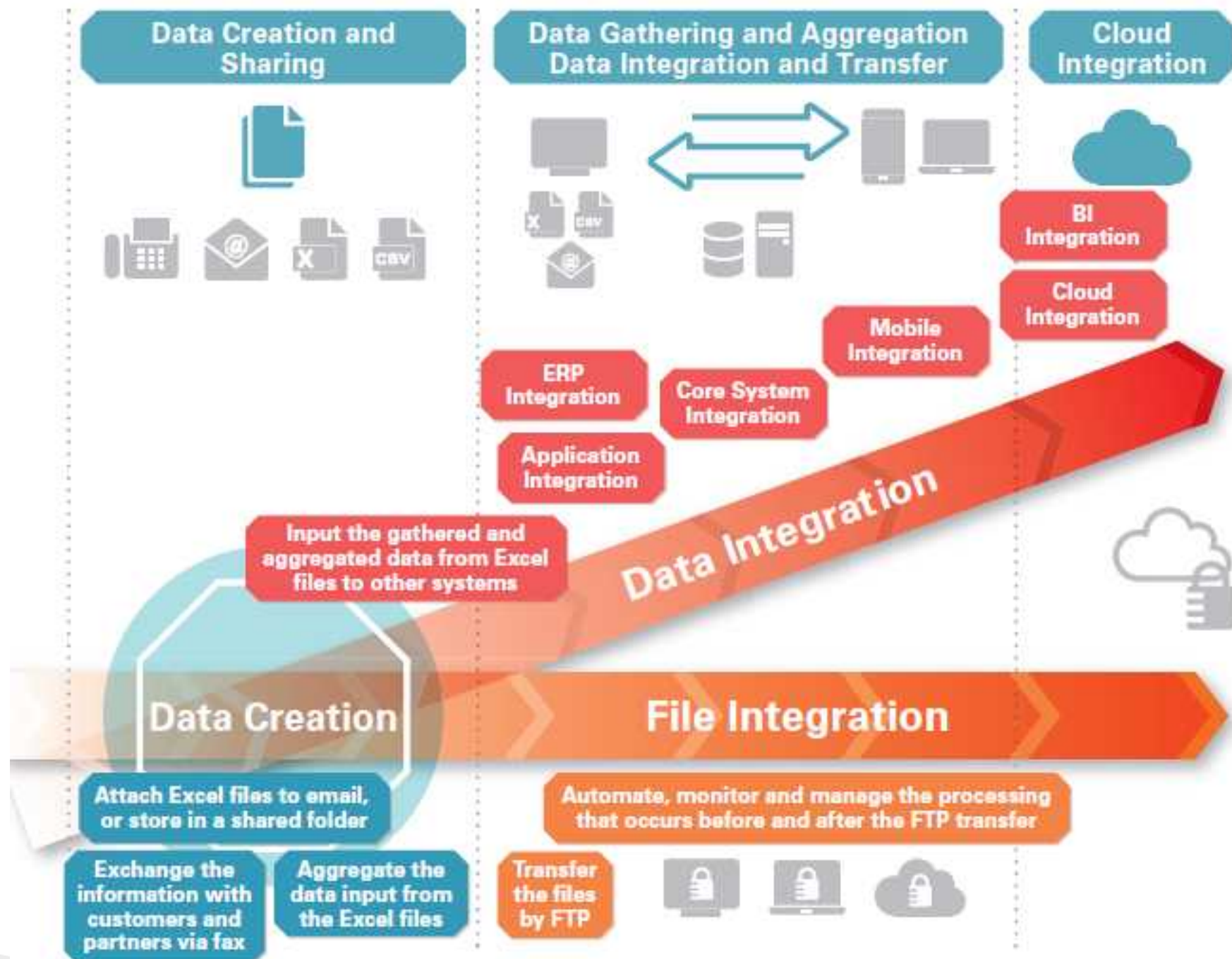
Requirement & Benefit for TSP

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