



# Rocksoft Local Partner Program

Equipping businesses globally to reach higher

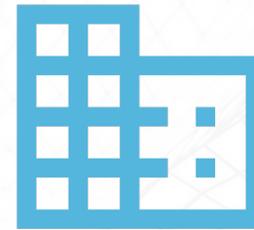
2026

# Our vision for this program

Rocksoft was grounded on a mission to *equip businesses with technology and passionate guidance so that they can reach higher.*

The **Local Partner Program** is our go-to-market strategy. We believe that true growth happens when global expertise meets local leadership.

Our vision is to empower you, our partner, to bring this mission to life – building a premier technology consultancy in your region, powered by Rocksoft's unique value proposition.



**Rocksoft  
Core**

+



**Local  
Partner**

# Who is Rocksoft?

Clients in

**7+**

Countries

Staff

**35+**

Employees

Established

**2013**

Year



Rocksoft's journey began in a humble basement in Wisła

Strategic entry into the Scandinavian & EU markets

Global pandemic, remote work, new office

Testing cooperation models, learning, refining

Focused push on globalization, establishing presence in the USA, UK and DACH regions

**2013**

**2018**

**2020**

**2022-23**

**2024-25**

**2014-17**

**2019**

**2021**

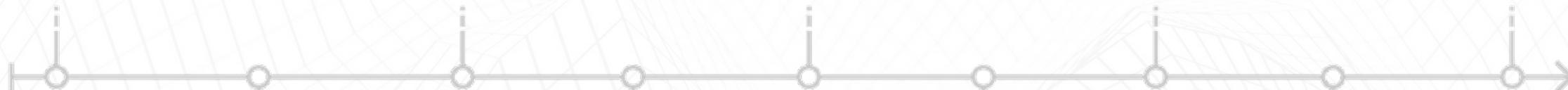
**2023**

Steady growth

Significant team growth

LLC company est. New partnerships focusing on Europe market expansions

Celebrated 10 years with the launch of two internal AI ventures



# 2026

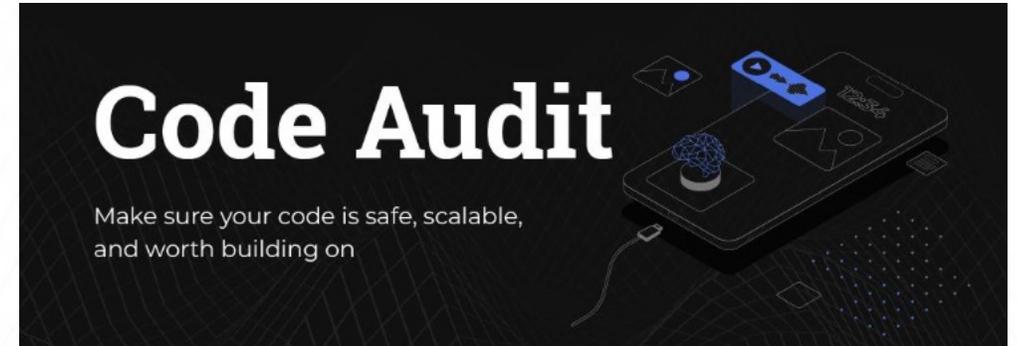
Here we go!

# The Partnership Model

## Fixed Price projects

For Fixed Price projects, including Packaged Services, we offer **a 10% commission** paid out on project milestones.

This rate might sometimes change for custom priced projects, based on the Partner's input and engagement in the project.



Code Audit – most popular package when we take over projects from other software companies.



Discovery Workshop – most popular package for new projects.

# Time & Materials projects

For **Time & Materials** projects, the highest commission is front-loaded to compensate for your initial sales and negotiation efforts.

As the project responsibilities transition to our delivery team for long-term management, your commission continues for **two full years**, ensuring you receive sustained rewards for the foundation you have built, while freeing you up to pursue new opportunities.



# Our services

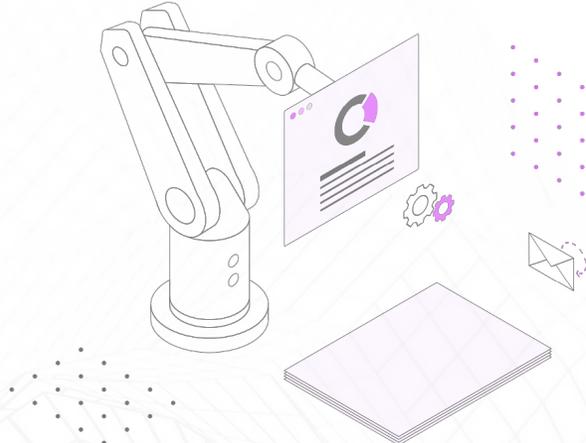
# Software Development



# Product Design



# Automation & Integrations



# Strategy & Consulting



# Maintenance & Support



# Digital Marketing



# Our partners & tools

We work closely with leading platforms to deliver reliable, scalable, and future-proof solutions for our clients.



# Ideal Client Profile (ICP)

Our sweet spot is **established mid-market companies** where technology has become a bottleneck rather than an engine. These businesses have already reached a significant height but are now facing a “technical ceiling” due to legacy systems, fast-growth tech debt, or scaling pains.

**A note on Startups:** We generally **don't** work with early-stage ventures. We prefer to educate and guide them through the initial foothills, only stepping in for a full build once they have **proven Product-Market Fit**.

# The Challenge



## Why businesses hesitate?

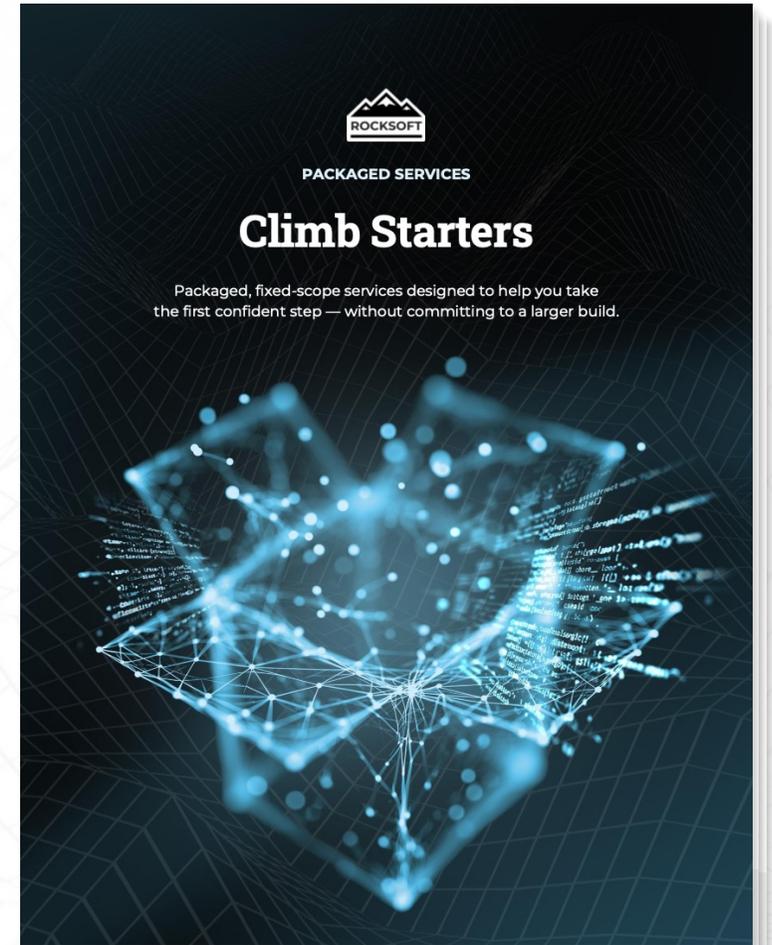
- **Technology moves faster** than ever.
- New tools and “*AI breakthroughs*” appear every week.
- The market is saturated with **unpredictable outcomes**.

Past experiences have taught clients that external IT projects lead to “**black hole**” **costs** and uncertain results.

# Defined packages as entry-level services

We don't start with complex proposals; we start with defined services.

**The goal:** Prove our value with low-commitment entry points that open the door to deeper, long-term collaboration.





# Available packages

## Clarity Session

A **60-minute expert consultation** designed to clearly define your real problem and outline the right direction forward — without pressure to start a full project.

## Discovery Workshop

- Align business & tech
- Prioritize features
- Define real scope
- Reduce development risk

## Code Audit

Today, it's easier than ever to create software fast – with no-code tools, AI-generated code, or quick MVPs built under pressure.

[Read more >>](#)

## UX Audit

- User flow review
- Conversion blockers
- UX friction detection
- Clear improvement plan

## „Always Up” Maintenance

- 24/7 monitoring
- Backups & updates
- SLA-based support
- Security patches

# Why clients choose Rocksoft



## Why clients choose us

- **Business-first mindset** – we understand your goals before we touch the code.
- **Proactive communication** – we don't wait for updates, we bring them.
- **Reliable process** – structure that gives you clarity and peace of mind.
- **Long-term focus** – we build partnerships, not one-off projects.

# How do we stand out from the competition?

Compare values	ROCKSOFT	Freelancer	Big software company
<p><b>Stability</b></p> <p>A strong, reliable team that stays with you for the long haul.</p>	✓	✗	✓
<p><b>Flexibility</b></p> <p>Adapting quickly to your needs and handling changes easily.</p>	✓	✓	✗ Hard to change plans once they start.
<p><b>Commitment to your success</b></p> <p>Caring about helping your business grow and succeed, not just finishing the project.</p>	✓	✓ Cares deeply but <b>may lack the time or resources</b> for full support.	— Focused on large clients, focusing less on small or medium-sized businesses.

## Rated high on Clutch



5.0 ★★★★★

"Rocksoft, as a company, has all-in-all provided great development services to us."

IT Manager, Fintech Systems Norway AS

✓ Verified Review

5.0 ★★★★★

"We were able to onboard quickly."

Executive, Easy Truck Shop

✓ Verified Review

5.0 ★★★★★

"They targeted efforts to make the biggest impact on our business."

Director, Segavas

✓ Verified Review



## Next steps:

1. Introduction call
2. Partnership deep dive
3. Draft partnership agreement
4. Onboarding & kick-off



Ready to explore the partnership?

**[Click here](#)** to schedule a meeting with me.

**Edwin Nooitgedagt**

Partnership Lead