

## Workrig Partner Network

Differentiates your business, connects with customers and gets you access to the most comprehensive HR Tech product in the enterprise cloud industry.

### About Workrig Partner Network

Workrig Partner Network is transforming the way its partners develop & expand their businesses. The valuable benefits, tools, resources, training and support structure developed to get the partners upto speed with market dynamics is unique and unparalleled. We believe, 'NOW' is the right time to take advantage of this opportunity and to join the ever-expanding Workrig Partner Network. Adopted by Industry Experts. Loved by our customers.

Workrig is an award-winning HR and Project Management solution, that caters to the entire landscape of **People and Work Management**, Beginning from Workforce Planning, Lifecycle Management, to Projects & Performance Management

### Our Partner Strategy

Unlike many partner networks in our competitive landscape, the goal of our partner program is to build a route to customers that demonstrates how deeply we value the expertise and experience our partners have in specific industries and micro-verticals.

At our very foundation, our program tenet is not to flood the market with partners simply for the purpose of maximizing geographical coverage, but rather to organize a skilled team of partners who are committed to grow with Workrig and to provide customers with solutions that have industry-specific functionality and that support critical micro-vertical processes.



Fig. 1 Workrig Solutions

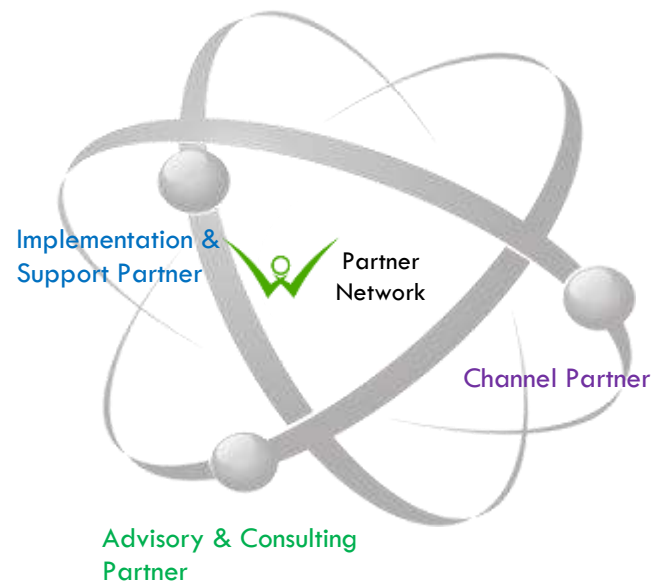


Fig. 2 Types of Channels

# 5 ultimate reasons

to join Workrig Partner Network

## The Product Unparalleled Advantage



Workrig offers its partners an unprecedented ability to participate in delivering a highly configurable and integrated HR solution with complete modules ranging from Hire to Retire to their customers. There are more than 60+ essential HR processes knit together in one product which makes it highly desirable by the clients. The solution is available on cloud with multi-tenant architecture supplemented with mobility solutions. The product is highly secured with SSL certification / 256 bit AES encryption for enhanced data protection. For enterprise customers, the solution is also available on-premise (at client's server).

## The Head Start Connecting Customers with Partners



Workrig Network Partners receive numerous opportunities to promote their services & offerings to the existing customers of Workrig. Also, partners can leverage on customer reference model to fast track their business requirements. They also receive top priority for inclusion in Workrig's go-to-market activities. In fact, specialised partners also leverage distinct branding, logos, co-branded business cards and digital marketing exposure.

## The Scale & Size Multiple Domains and Industries Served



Multiple customers across geographies are participating with Workrig today. The product has expanded its reach to myriad industries with several modules aligned to the uniqueness of the respective domains. With Workrig's broad module portfolio, the up-sell possibilities are unique in the industry and helps to expand your customer base. Our standard workflows are built on the industry wide best practices, thus providing an opportunity to the clients to upgrade themselves from their homegrown processes to best-in-class processes.

## The Opportunity Growing HR and Work tech market in India



Indian industries are transforming their practices from just employee management to employee development. Corporates are now keenly looking at HR products like Workrig to provide seamless integrated enterprise HR system to cater to this shift. With 5.5 million turn out of graduates annually, India has the world's largest employable graduates (~36%)\* and effectively makes the Indian HR technology market extremely lucrative to the tune of ~\$4 bn. To manage such volumes, HR technology market has to grow simultaneously at an expected CAGR of 9.5%\*. Main segments of growth being HR analytics, employee engagement, recruitment, learning & training management.

## The Rewards Exceptional Channel Economics



Partners benefit from high-value sales and very profitable services opportunities when they identify buyers, sell and implement Workrig modules and solutions. In addition to extremely attractive resale margins, the Workrig incentive program rewards highly aligned partners that focus on specific areas of product implementations. The rewards just do not stop with monetary incentives & margins, moreover, Workrig Partner Network Program ensures the right emphasis on training, support structure with more than adequate resources & tools helping in customer acquisition

# Workrig Channel Partner Program

Options abound

## Channel Partner

Working with Workrig's sales team to build and close such accounts that could be generated by the channel by themselves or extended by Workrig. Multiple engagement models available where channels can opt for a certain engagement based on the involvement required by either of the parties.

## Implementation & Support Partner

An implementation & a support partner is a functional partner, training & certified to Implement and Support a Workrig customer. In such a case, the partner undertakes a training exercise with the Workrig training team. Partnership of these kinds can be clubbed with Channel and Advisory Partnerships. Attractive implementation partnership revenue sharing models are available with recommendations for choice of customers, based on functional expertise.

## Advisory & Consulting

HR, Payroll and Project Management consultants, have the opportunity to work with Workrig's sales team where profiles of company's can be introduced to existing or new Workrig customers, based on expertise & demonstrable competencies. Such engagements, allow Consultants to use Workrig's sales channels to reach out to a wider set of customers, while promoting the Workrig brand.

## Benefits working with Workrig Partner Network

Our WPN mission is to provide partners with world-class solutions to sell or implement with the highest level of functional service, and a rich enablement program that serves as a foundation for building a profitable, predictable, and growing business.

### Partner Benefits:

- Tiered performance structure
- Global rules of engagement
- Clear market definition
- Highly competitive commission rates
- Innovative performance incentives
- Multiple ways to earn commission
- Advanced demand generation tools
- Micro-vertical specializations program
- Value engineering resources
- Training and enablement

Be a part of the differentiated Network Partner Program in 3 easy steps.



### Contact Us

Contact us using this link [workrig.com/partners/](https://workrig.com/partners/) or email at [info@workrig.com](mailto:info@workrig.com) to schedule a Workrig Partner Consultation Session & evaluate our award-winning product.



### Join & Access

Join the exclusive group of Workrig Partner Network and access the critical technical, sales and marketing resources to help grow your business.



### Get Started

Go through our free sales & technical competency training on product to receive Workrig Network Partner Certificate & get started immediately.

## More Information

To learn more about Workrig leaders, solutions, services, and the industries we serve, visit [workrig.com](https://workrig.com). For more information about partnership opportunities, visit [workrig.com/partners](https://workrig.com/partners)

