

Simplify IT. Empower teams. Succeed together.

Partner programme

 **Workspace365**

Everything simplified.

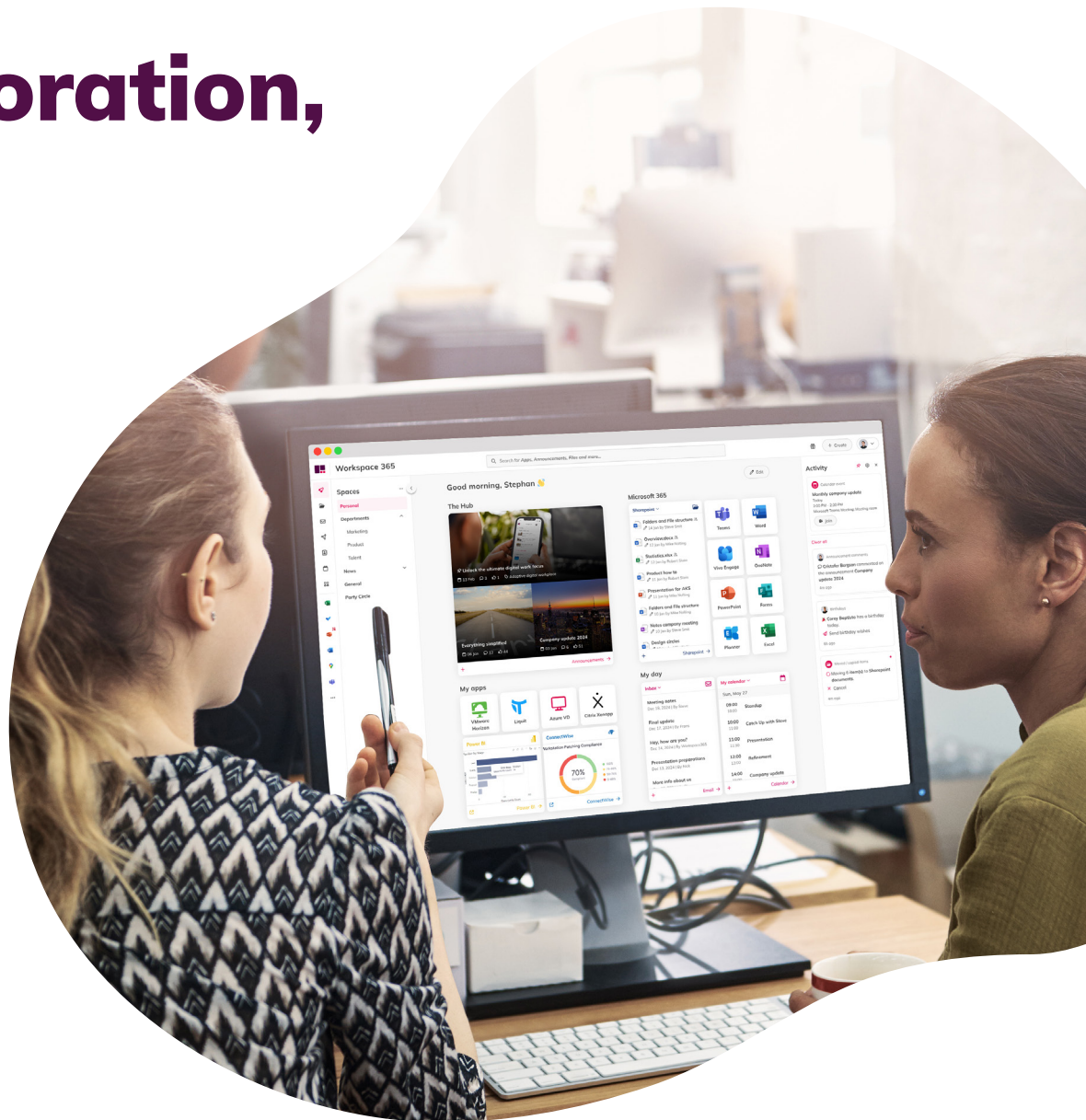


Designed for collaboration, built for partners

Welcome to the Workspace 365 Partner programme

At Workspace 365 we simplify an ever-evolving digital landscape together with our partners. We believe in creating synergies that drive mutual growth and success. Our Partner programme is designed to foster collaboration, reward excellence, and ensure our partners have the tools and support they need to thrive.

Our programme is structured across three distinct tiers —**Silver, Gold, and Platinum**— each offering unique benefits and requirements tailored to support our partners' journey from growth to market leadership. Whether you're a new partner based in the Netherlands or an established player in the Global market, our programme is built to enhance your capabilities, expand your reach, and elevate your business.



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Why partner with Workspace 365?

By joining forces with Workspace 365, you're not just adopting a product – you're embracing a partnership built for mutual success. Together, we'll drive innovation, deliver excellence, and shape the future of digital workplaces.

Join us at Workspace 365 and be a part of a powerful global network dedicated to making IT environments more efficient and user-friendly. Together, we can achieve exceptional results and have fun along the way.



Expand your portfolio

Enrich your Microsoft offering with our digital workplace solution. This allows you to meet the evolving needs of the healthcare, government, and education sectors, among others.



Accelerate growth

With aligned growth targets and support, we're committed to helping you achieve sustainable business expansion year after year. Our ever-evolving digital workplace provides ongoing opportunities to grow your customer base and tackle the needs of hybrid workforces, ensuring you stay ahead in the market.



Tailored partnership

Whether you're just starting or an established industry leader, our flexible programme adapts to your business model.



Enhanced expertise

Access comprehensive certifications and training programmes to elevate your team's skills and credibility in the market.



Collaborative success

Benefit from our continuous value creation approach, including joint Quarterly Business Reviews with key customers, ensuring aligned strategies and optimal outcomes.



Scalability and flexibility

Benefit from the adaptability and expansive reach of our partner network.

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Discover fresh revenue opportunities



Unlock new revenue streams

Workspace 365 empowers businesses to explore and establish new revenue streams by simplifying IT environments and enhancing productivity. Our partners benefit from a solid margin and long-term customer engagement, with an average user stickiness of 3 to 4 years.



Access growing demand

In today's dynamic work environment, the influx of hybrid working challenges demands solutions that focus on Digital Employee Experience (DEX) and the removal of IT complexity. Workspace 365 is recognised as a leading platform for addressing these needs, making it the preferred choice for businesses worldwide, especially in enterprise settings.



Leverage rapid innovation

Workspace 365 is committed to keeping our platform and partners at the forefront of technology. As the need to transform digitally becomes increasingly critical, the digital workplace must continuously evolve. We invest heavily in developing technologies that meet the evolving needs of our customers. Innovation is a key component of our product roadmap, ensuring our digital workplace adapts to changing user requirements, allowing our partners to offer the best solutions and stay ahead of the competition.



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A powerful global partner ecosystem

By joining the Workspace 365 Partner programme, you become part of a dynamic and expansive ecosystem of over 130+ global partners dedicated to simplifying IT environments for hundreds of thousands of users. This collaboration offers our partners and customers unparalleled support and innovative solutions, ensuring scalability, flexibility, and global reach.

Our partners are experts in their fields, committed to driving successful digital transformations and fostering business growth. With Workspace 365, you gain access to a network of professionals ready to provide tailored solutions that meet your unique needs. Additionally, our community values the importance of building strong, enjoyable relationships, making collaboration not only productive but also enjoyable.



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Partner programme tiers

We believe in recognising and rewarding outstanding performance. Whilst we've outlined specific requirements for each partner tier, we understand that success can take many forms. As such, we conduct yearly reviews of all our valued partners.

During these reviews, Workspace 365 reserves the right to adjust partner tiers based on overall performance, commitment to excellence, and exceptional achievements that may fall outside the standard criteria. This flexibility allows us to acknowledge partners who go above and beyond, even if they haven't met every specific requirement of the next tier.

Our goal is to foster growth and celebrate success in all its forms. So, no matter where you start, know that your hard work and dedication won't go unnoticed. We're committed to supporting your journey and recognising your unique contributions to our shared success.

Together, let's push the boundaries of what's possible and create extraordinary value for our customers.

SILVER PARTNER

Growth:
Minimum yearly growth of **10%**
Maximum churn rate of **5%**

Support:

- Digital enablement

NPS:

- 15

Financial benefits:

- NFR free of charge
- Max 10% discount for multi-year agreements

GOLD PARTNER

Growth:
Minimum yearly growth of **15%**
Maximum churn rate of **5%**

Support:

- Dedicated partner manager
- Sales support

NPS:

- 20

Financial benefits:

- NFR free of charge
- Max 10% discount for multi-year agreements

PLATINUM PARTNER

Growth:
Minimum yearly growth of **25%**
Maximum churn rate of **5%**

Product positioning:
Exclusively embedded into proposition

Support:

- (Pre sales) support
- Lead generation
- Product alignment
- Earlier access to releases

NPS:

- 25

Financial benefits:

- NFR free of charge
- Max 10% discount for multi-year agreements

Marketing Development Fund
Performance-based bonuses

We can't wait for a successful partnership

We're not just about tech – we're your partners in making work better for everyone. We're on a mission to simplify the IT landscape for all employees in every sector, so that they can unlock their ultimate digital work focus and concentrate on high value tasks. Picture this: IT that just works, letting hundreds of thousands of users worldwide get on with what they do best. Exciting, right?


We can't wait to see you shine and make a real difference in how people work. Thanks for thinking about joining the Workspace 365 Partner programme. Together, we'll create digital workplaces where technology helps, not hinders.

Let's make work life easier, one IT landscape at a time.

Request partnership:

workspace365.net/en/request-partnership



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contact@workspace365.net | workspace365.net

Our Offices

Netherlands

+31 30 711 6725

Berencamperweg 6D, Nijkerk
3861 MC, Netherlands

United Kingdom

+44 161 768 6020

Suite G.04, Colony, One Silk Street
Ancoats, Manchester, M4 6LZ