
PAPEROFFICE PARTNER PROGRAM



PARTNER PROGRAM

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This is PaperOffice

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Benefits for partners

03

Benefits for customers

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First aid



HELLO & WELCOME!

Let us explain the PaperOffice partner program to you and why
PaperOffice will be your ideal partner

DANIEL FRÖHLICH

CPM PaperOffice Europe limited

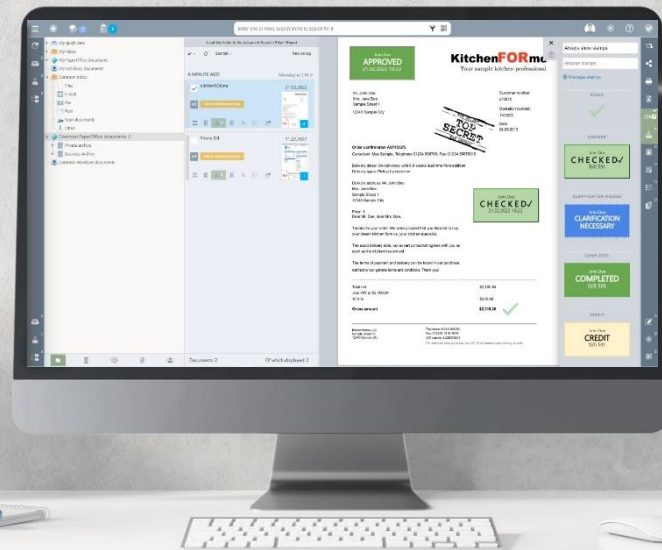
THIS IS PAPEROFFICE

THE COMPLETE SOLUTION:

ARCHIVE, MANAGE AND FIND DOCUMENTS WITH AUTOMATIC
AI-BASED DOCUMENT RECOGNITION.

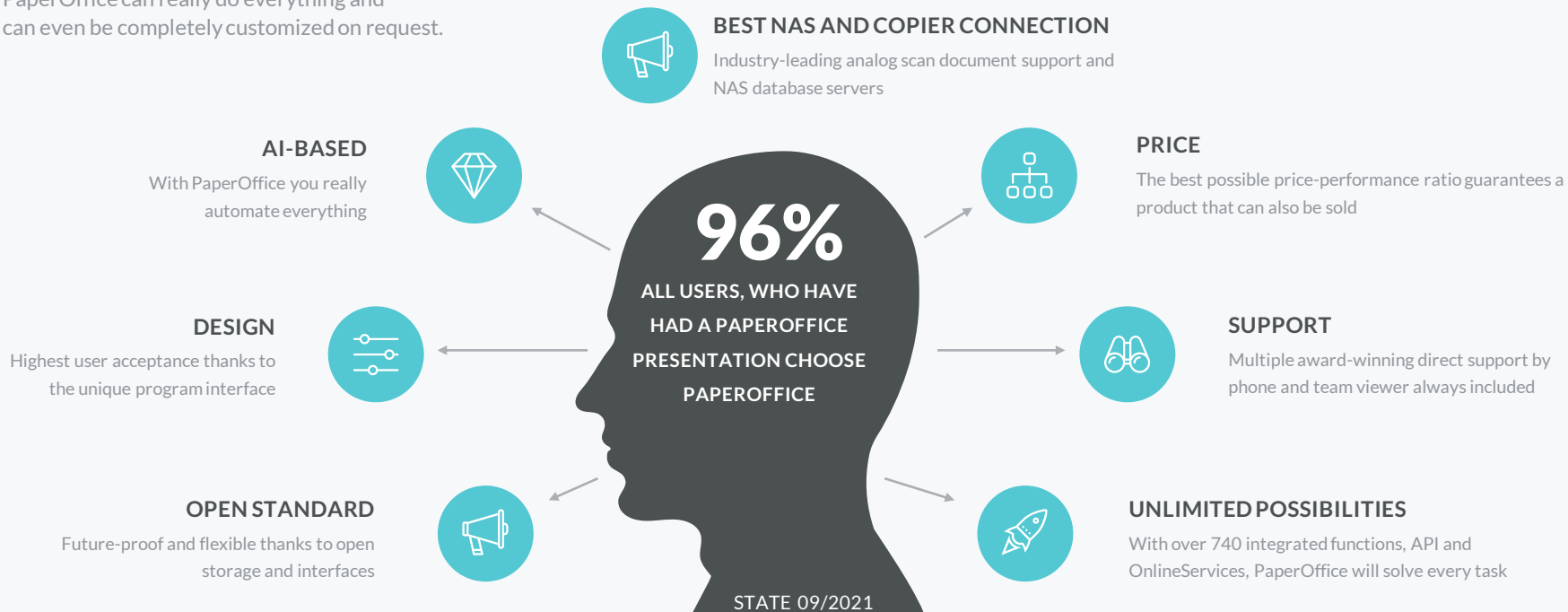
<https://video.paperoffice.com/en/paperoffice>

TRUST IN 20 YEARS OF EXPERIENCE
AND BENEFIT FROM THE BEST
PAPEROFFICE DMS / ECM OF ALL TIME



WHY PAPEROFFICE

PaperOffice can really do everything and can even be completely customized on request.



WHY USERS CHOOSE PAPEROFFICE

PaperOffice is the first and best choice when it comes to systems that are guaranteed to sell.



UNIQUE PRICE RATIO

Due to the low price, the flexible license models, the unique function and the complete scope of the program, PaperOffice is almost unrivaled worldwide.



SUPPORTS NO-CLOUD AND CLOUD

By using MySQL / MariaDB database servers, each user can freely decide how and where exactly they want to save their documents - PaperOffice supports everything.



INGENIOUS DIRECT SUPPORT

PaperOffice always has the best possible and multiple award-winning support via telephone and team viewer integrated as standard. Worldwide and multilingual.



OUTSTANDING DESIGN

The best software fails if the user does not accept it - that is exactly what will not happen with PaperOffice. PaperOffice and the entire PaperOffice ecosystem is one of the most beautiful systems in the world.



IS GUARANTEED TO INTEGRATE EVERYWHERE

OPEN IMPORT INTERFACE

Freely definable and automatable import from any application, script or system thanks to JSON.

OPEN API INTERFACE

Access from any application via the Windows command line or via script thanks to JSON.

OPEN TERMINAL CONNECTION

Connection to any device such as copiers, scanners, mobile phones, tablets, etc. thanks to freely definable background services and web-based OnlineServices.



OPEN DATABASE STRUCTURE

Strict use of MariaDB / MySQL guarantees data access via any freely selectable language from C#, via PHP to node.js



OPEN TRAINING VIDEOS

Publicly available training videos, tutorials, practical workshops and online-based documentation.



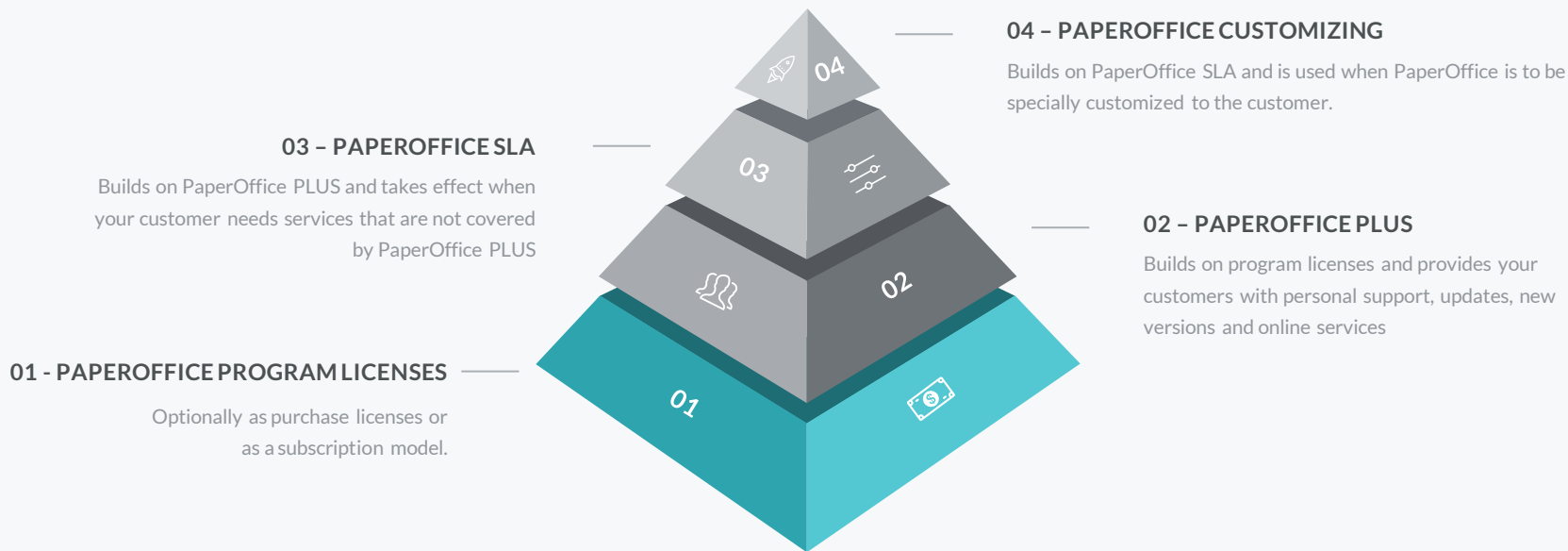
OPEN FOR CUSTOMIZING

Program adaptation, problem solving and integration into any infrastructure through unlimited customizing of the PaperOffice Core module according to customer specifications.



PAPEROFFICE COMPONENTS

Each PaperOffice license has 6 months of PaperOffice PLUS as standard



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**YOU CAN'T STOP WAVES. BUT
YOU CAN LEARN TO SURF ON
THEM.**

”

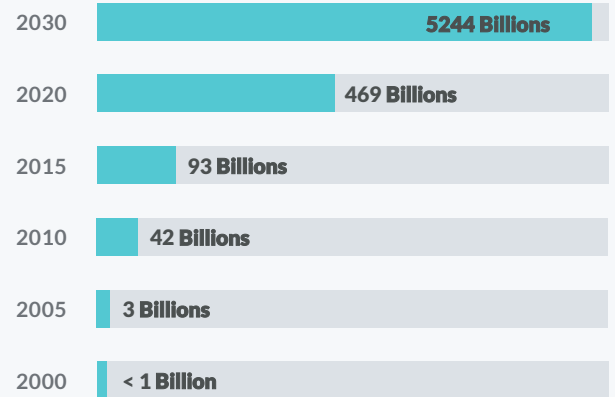
THE PAPER OFFICE TEAM MOTTO

5244
BILLIONS

MARKET GROWTH
IN JUST 30 YEARS

MARKET DEVELOPMENT DIGITIZATION

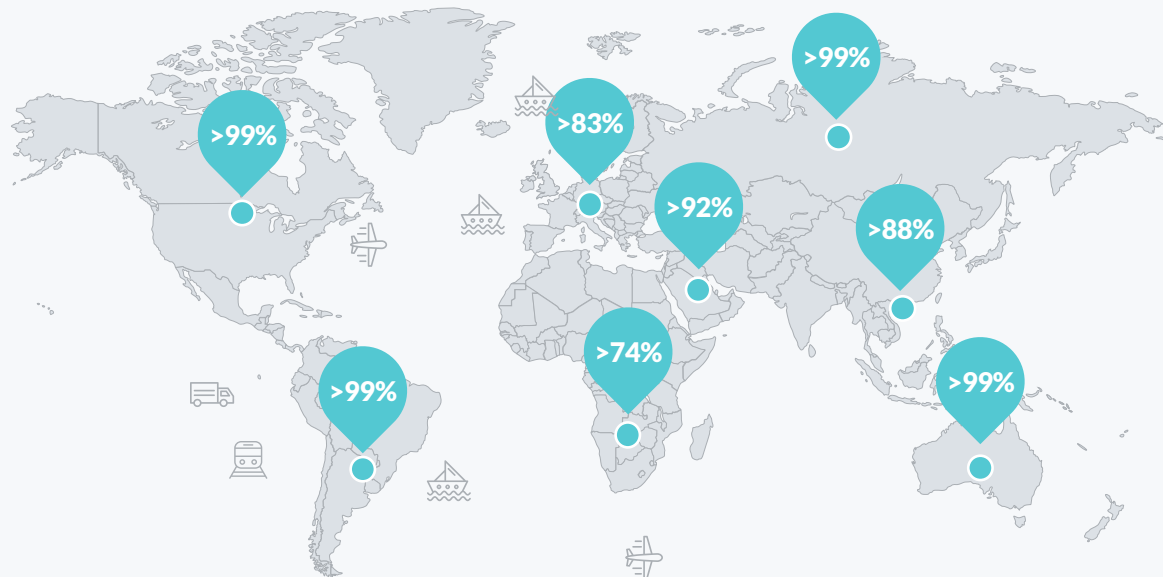
Don't miss out on the fastest growing IT market



USD, source: <https://www.marketsandmarkets.com/Market-Reports/digital-transformation-market>

PAPEROFFICE MARKET COVERAGE

PaperOffice is developed in German, available in 8 languages and can be customized in any language



PROGRAM INTERFACE

DE | EN | ES | RU | FR | IT | PT | NL

PRESENTATIONS

DE | EN | ES | RU | FR | IT | PT | NL

TELEPHONE SUPPORT

DE | EN | ES | RU | FR | IT | PT | NL

TICKET SUPPORT

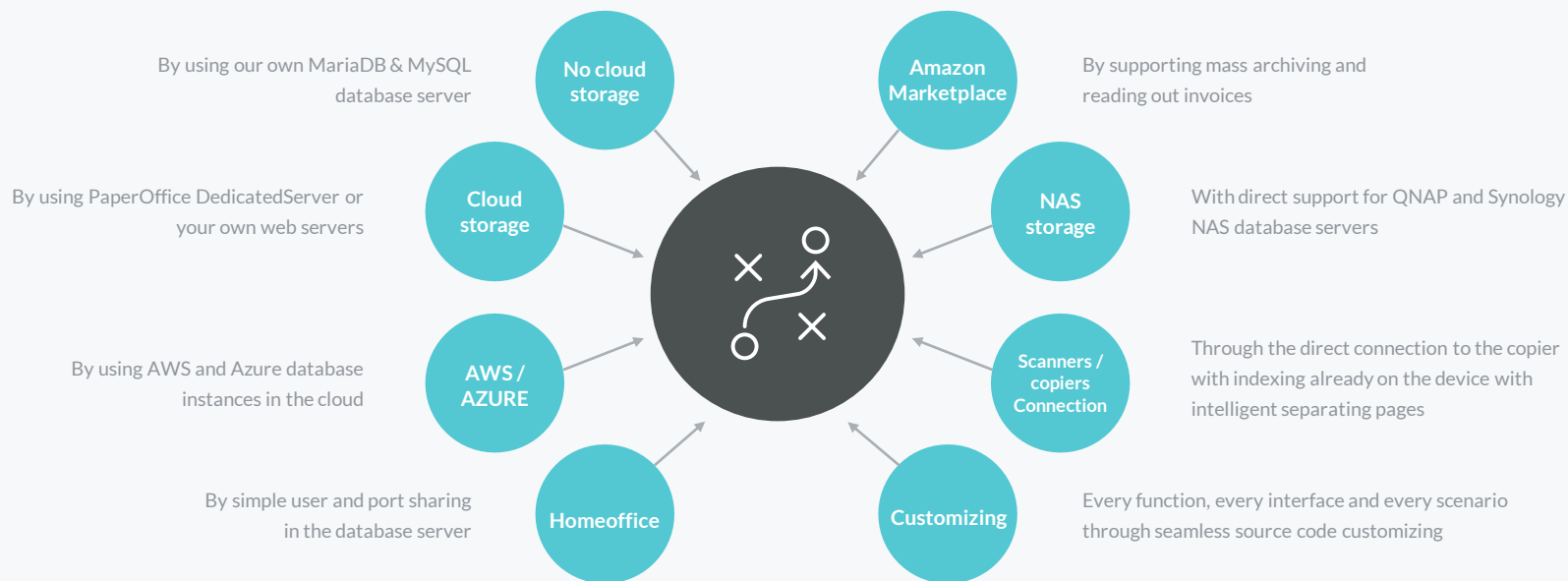
DE | EN | ES | RU | FR | IT | PT | NL

PARTNER SUPPORT AND LEAD BROKERAGE

DE | EN | ES | RU | FR | IT | PT | NL

PAPEROFFICE AGILITY

Due to the flexible architecture, PaperOffice can guarantee to fulfill any task



THAT IS WHAT YOU CAN EXPECT

The PaperOffice partner program is the proven guarantee for satisfied customers, satisfied partners, long-term business relationships and joint customer care by the partner together with PaperOffice.

VISION & MISSION

To make PaperOffice the best DMS / ECM program with a perfect price-performance balance:

Digitization shouldn't be a privilege.

SATISFIED CUSTOMERS & PARTNERS

The PaperOffice partner program is the best in the world and includes all guarantees for your new business model:

Innovative, sustainable, expandable and lucrative.

PROVEN BUSINESS MODELS

Concentrate on consultation and sales and the PaperOffice team will relieve you of all the work that only slows you down:

Together and hand in hand.

FINANCIAL HIGHLIGHTS

Concentrate on sales, the PaperOffice team will do the rest for you in the background.

EVERY INITIAL INVOICE

UP TO **33%**

One-time For new licenses

Purchase advantage or commission on all new PaperOffice licenses and initial end customer invoices

EVERY SUBSEQUENT INVOICE

UP TO **23%**

Continuous For each end customer calculation

On every end customer follow-up invoice such as extension licenses, support services, additional products such as servers, PaperOffice PLUS and all PaperOffice SLA services such as support and coaching by PaperOffice

The passive income booster:

The PaperOffice team looks after your end customers and you benefit from it!

PARTNER DISCOUNT ON SLA

50%

Unlimited For coaching and support

All partner-internal services are billed with a 50% discount on the SLA (Service Level Agreement) prices

SELLING SUPPORT AND SERVICES

Direct support guarantees you a satisfied customer and earn money without actively working yourself.

EARN MONEY WITHOUT ACTIVE WORK

Let the PaperOffice team work for your end customer and your customer will receive the best possible support and services.

You receive at the same time on every customer invoice
a partner fee of up to 23%



ALMOST ALWAYS AVAILABLE

Use the PaperOffice ecosystem to provide your customer with a highly professional service at all times.

CERTIFIED AND EFFECTIVE

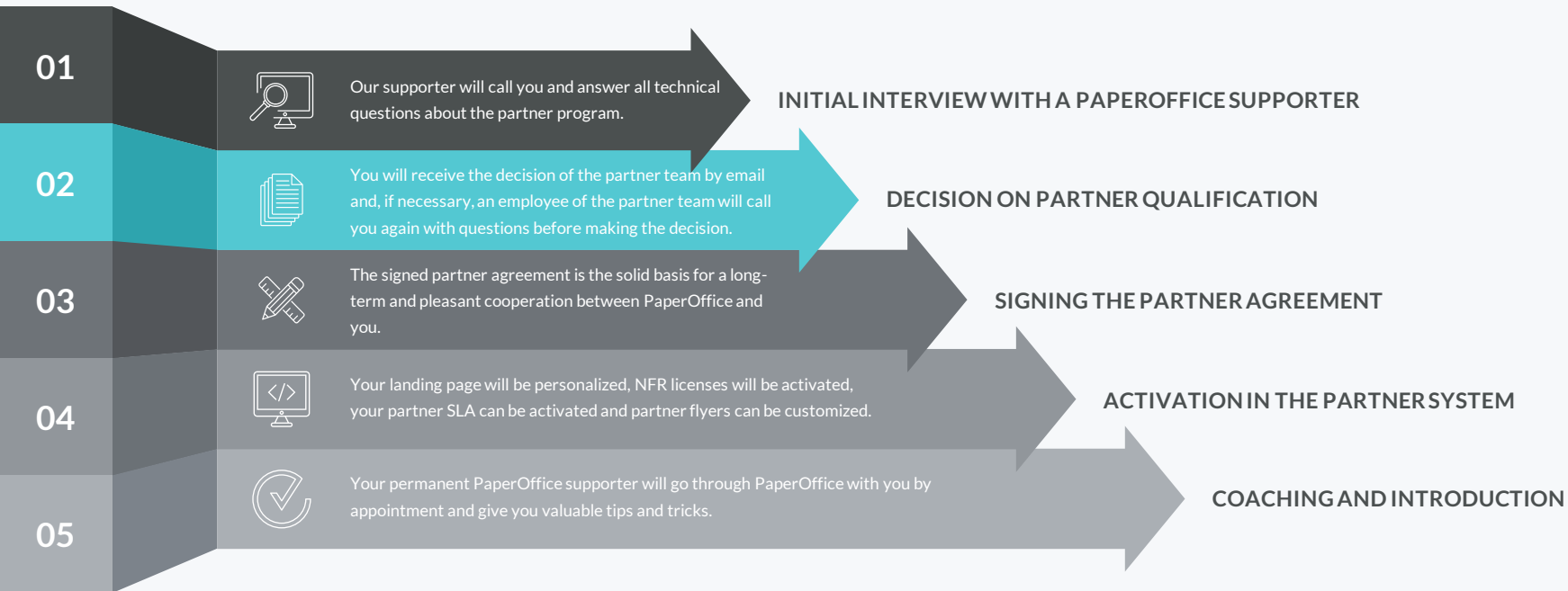
Let our professional supporters independently carry out all work that you would otherwise only hold up.

ALL FROM A SINGLE SOURCE

PaperOffice has all the experts in-house - have you seen something great? E.g. videos? Except for car washing, our team can do everything for you. It doesn't cost anything to ask.

PROCESS QUALIFICATION AS A PAPEROFFICE PARTNER

You must have a company website that complies with the partner policy.



INCLUDED PARTNER SERVICES

Get started right away with the PaperOffice partner program.



NFR LICENSES

3x PaperOffice TEAM for personal use or test installations, additional licenses without one-time costs (only PaperOffice PLUS required)



PAPEROFFICE PLUS

3x PaperOffice PLUS with a total of 3 support units per month



PAPEROFFICE PARTNER SLA

Optional PaperOffice Partner SLA with 50% reduced calculation in the 50:50 principle for separate SLA services



COACHING / TRAINING

Introduction to PaperOffice, program interface and architecture, a total of 2 sessions of 1 hour each



SUBSCRIPTION MODEL SALE

Selling licenses in the subscription model without purchasing licenses, only PaperOffice PLUS is required



FIXED CONTACT PERSON

Own assigned supporter permanently and with active PaperOffice Partner SLA with direct dialing, email and Skype



PARTNER LANDING PAGE

Personalized partner landing page with your own hosting on your existing website



PARTNER FLYER

Personalized partner flyer as a ready-to-print PDF print medium



OWN INSTALLER

Branding, creation and hosting of the individual PaperOffice installation program

TRANSPARENT PARTNER FEES

The PaperOffice partner fees are transparent, understandable and fair.
From an annual license turnover of 2,500 EUR there are no partner fees.

ELIMINATION / REFUND OF ALL FEES FROM 2,500 EUR TURNOVER

With annual license sales of at least 2,500 EUR the monthly and annual fees are fully refunded.

MONTHLY FEE 48.00 EUR FULL REFUND FROM 2,500 EUR TURNOVER

The monthly partner fee includes the entire partner management costs, NFR licenses and additional services.



ONE-TIME FEE 196.00 EUR FULL REFUND FROM 2,500 EUR TURNOVER

The one-time fee is only due when registering as a partner and includes the entire initial costs, coaching, training and additional services.

DISCOUNT ON ADDITIONAL 50%

If there are additional optional services that are included in the PaperOffice SLA, these are billed according to the fair 50:50 principle with a 50% cost-reduced partner SLA.

“

**EITHER WE FIND A WAY OR
WE MAKE ONE.**

”

THE PAPEROFFICETEAM MOTTO

THE PROVEN FORMULA FOR SUCCESS

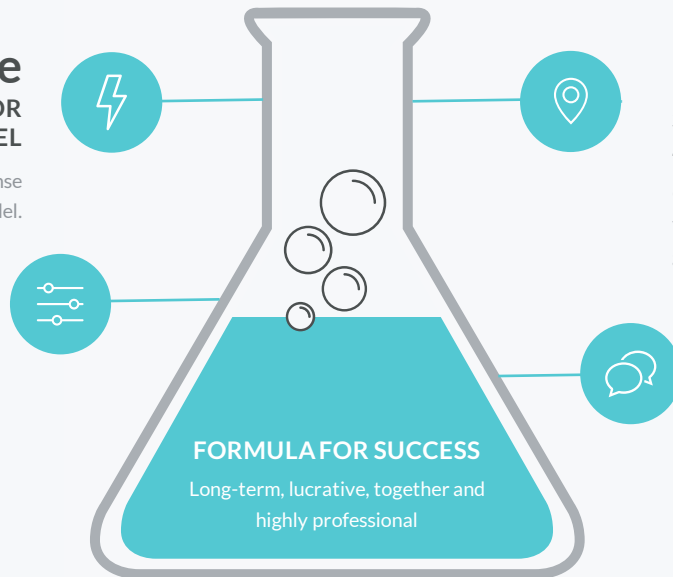
Concentrate on sales, the PaperOffice team will do the rest for you in the background.

14x more SALES BY CHOICE: LICENSE SALES OR SUBSCRIPTION MODEL

You can offer your customers either the classic license purchase model or the flexible subscription model.

9x more SALES BY CHOICE: CLOUD OR NO CLOUD

PaperOffice combines both worlds in one solution and can also grant external access without an external cloud.



18x more SALES THROUGH JOINT PRESENTATIONS

Our supporters carry out the presentations together with you and your customer for guaranteed perfect results and guaranteed customer satisfaction.

24x more LONG-TERM CUSTOMER RELATIONSHIPS THROUGH PAPEROFFICE DIRECT SUPPORT

Our certified support teams are available for your customers almost around the clock by phone, email or ticket system and guarantee satisfied customers.

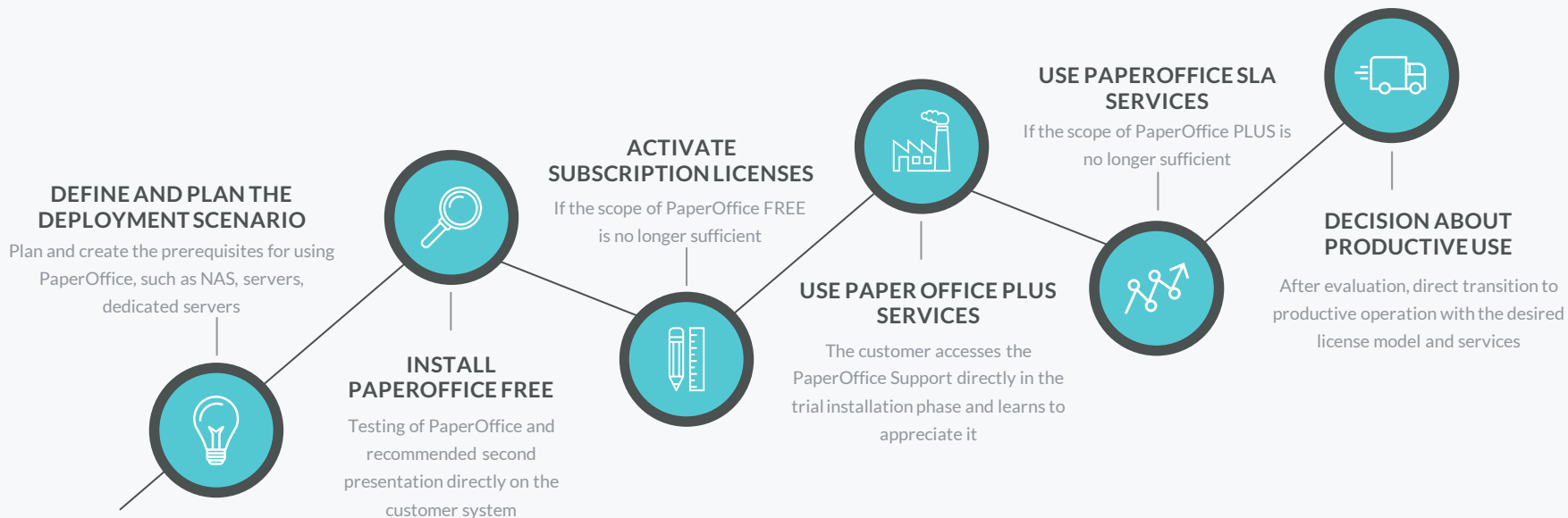
PROCESS CUSTOMER CONTACT

The proven process from the first customer contact to the presentation to the individual offer.



PROCEDURE TRIAL INSTALLATION

The proven process when the customer requests a test version and at the same time learns to appreciate the PaperOffice ecosystem.



PROCEDURE CUSTOMER ORDER

Always choose between end customer invoicing and commission payment or invoicing and further billing.

RECEIVE ORDER



Your customer can either order directly from you or via the PaperOffice webshop / email.

01

OPTION A

BILLING TO END CUSTOMERS



It will be billed directly to your customer and you will receive information. After the payment has been settled, you send a commission invoice to PaperOffice.

02a

OPTION B

BILLING TO PARTNER



You calculate directly to your customer and order everything you need minus your purchasing advantage from PaperOffice.

02b

ACTIVATION OF LICENSES AND ADDITIONAL SERVICES



Licenses for the customer are activated as well as all associated additional services such as support access or PaperOffice PLUS / SLA.

03

PAPEROFFICE LICENSE MODELS

Real results higher, mentioned results do not take into account further commission payments by e.g. PaperOffice SLA

LICENSES WITHOUT FOLLOW-UP COSTS

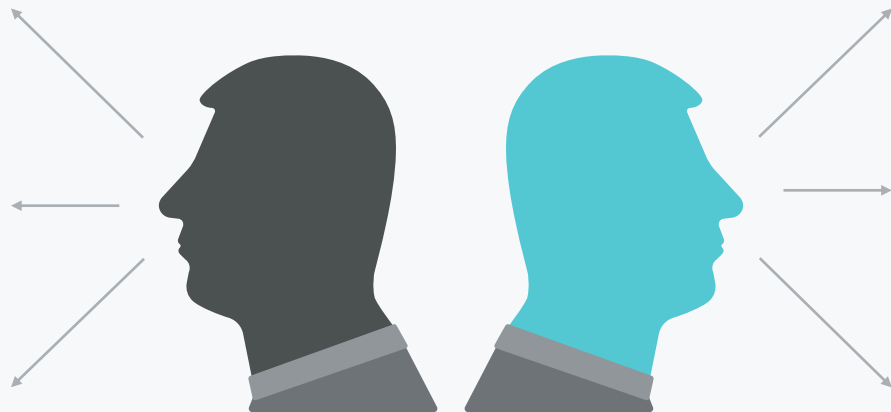
There are one-time costs for the license purchase. All licenses have a lifetime validity.

6 MONTHS PAPEROFFICE PLUS

Can then optionally be activated within 12 months from license purchase

PROS/CONS

- + Licenses valid for life
- + No license follow-up costs
- Requires one-time investment
- Capital commitment through purchase



PURCHASE LICENSE SUBSCRIPTION LICENSE

LICENSES WITH FOLLOW-UP COSTS

There are no costs for the license purchase, only the one-time activation and monthly costs for PaperOffice PLUS.

PAPEROFFICE PLUS INCLUDED

Because all licenses within the scope of PaperOffice PLUS are made available free of charge.

PROS/CONS

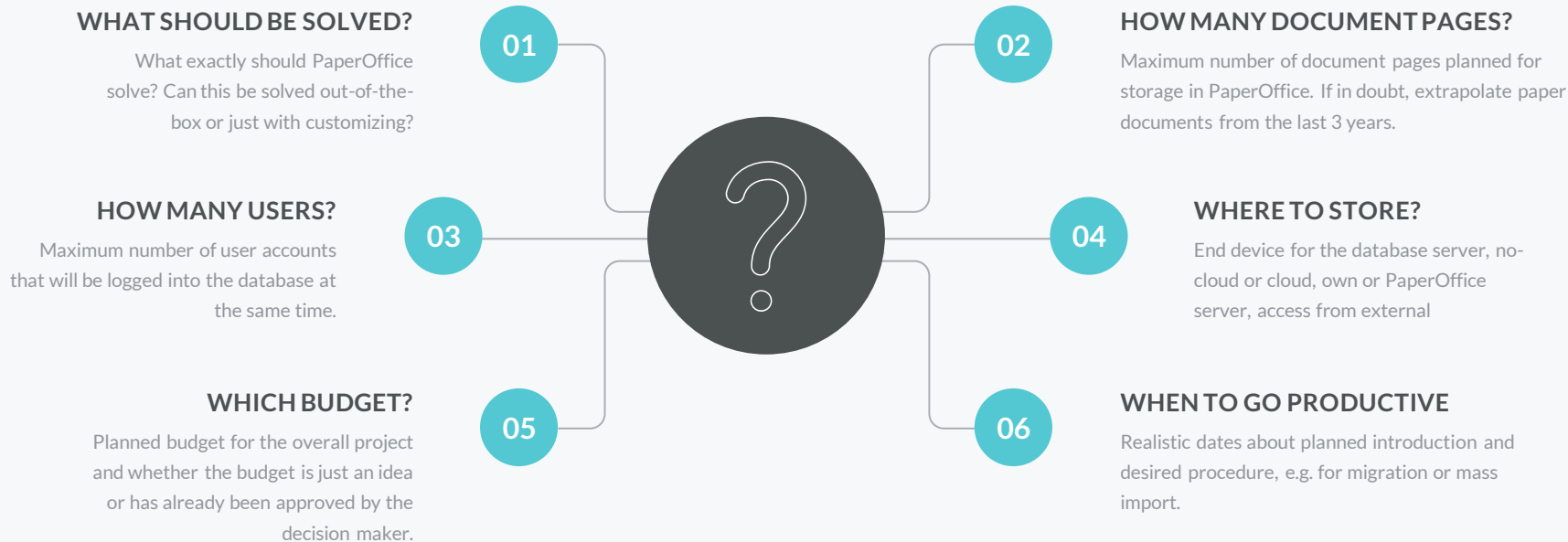
- + No one-off investment / budget
- + Flexibly add or remove licenses
- Monthly follow-up costs
- Licenses are invalid after termination

**“WELCOME TO OUR
WORLD:
PERSONAL,
TRANSPARENT, OPEN
AND
FRIENDLY.”**

INDIVIDUALITY IS
OUR STRENGTH

CUSTOMER QUESTIONS ABOUT PAPEROFFICE

Create advantages through well thought-out and realistic planning.



PAPEROFFICE PRICING STRUCTURE

Always contact the PaperOffice partner team to receive special offers for your end customer.

SPECIAL LICENSE DISCOUNTS FOR NEW CUSTOMERS

PaperOffice program licenses can be provided with a special price discount tailored to the end customer.



LICENSE SUBSCRIPTION MODELS FOR NEW CUSTOMERS

PaperOffice program licenses can be sold as subscription licenses to avoid the initial investment for the one-off license purchase.



FREE UPGRADES FOR NEW CUSTOMERS

Customer orders can be upgraded with special upgrades such as permanently free dedicated servers or customizing / individual solutions.



FREE SERVICES FOR NEW CUSTOMERS

Customer orders can be upgraded with additional free services such as training, coaching or technical integration.



All retail prices below
shop-en.paperoffice.com

LONG-TERM CUSTOMER RELATIONSHIPS

Hand in hand with the proven PaperOffice method for guaranteed satisfied customers.

THEY ARE ALWAYS THE PRIMARY CONTACT

Your customer has direct access to the entire PaperOffice ecosystem, from presentations and personal support almost 24/7 to modern on-demand coaching by telephone and Teamviewer.

Use the perfect PaperOffice infrastructure so that your customer always feels that they are in good hands.

PaperOffice has an outstanding international team and produces almost 100% in-house, regardless of whether it is interesting workshops or valuable media.



PROCESS SUPPORT

Support is always provided directly from PaperOffice by a qualified and certified PaperOffice supporter.

PaperOffice PLUS



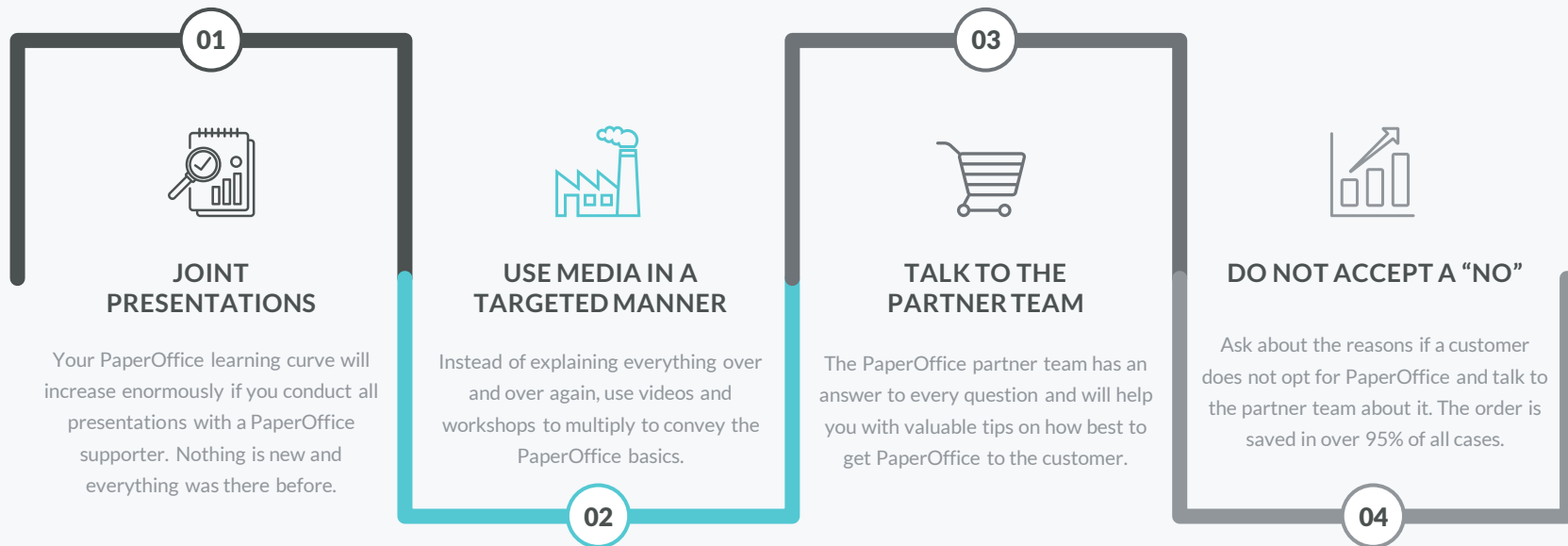
Additionally with PaperOffice SLA

**“THE SOLUTION IS
ALWAYS SIMPLE:
YOU JUST HAVE TO
FIND THEM.”**

INDIVIDUALITY IS
OUR STRENGTH

HOW BEST TO GET STARTED

Ask the partner team, ask and ask again. Everything has been there before and this is the only way to benefit from the experience.



LET EVERYONE KNOW ABOUT PAPEROFFICE



+43%
BOOSTER

OFFER IN PACKAGES & PRODUCT UPGRADE

No matter what you sell - offer PaperOffice as a package together. Everyone has a document or paper and needs a good solution for it. Stand out from the competition for free with PaperOffice.



+66%
BOOSTER

PROMOTIONS IN SOCIAL MEDIA & NEWSLETTERS

Use the reach of social media and newsletters and offer special discounts or additional services such as an initial analysis meeting or industry experience.



+98%
BOOSTER

FIND & USE MULTIPLIERS

Work with people who have a large reach, such as startup coaches, consulting firms or public institutions, help others and use the win: win principle.

THE PROVEN IDEOLOGY

The proven teamwork between customer, partner and PaperOffice is simply unbeatable.

GET ATTENTION
You represent the best PaperOffice of all time and will step out of the shadows through reflection.

KNOW ALL THE ADVANTAGES OF PAPEROFFICE
You have to know and apply the immense advantages of access to the PaperOffice ecosystem.



LET PAPEROFFICE WORK FOR YOU
Focus on expanding your target group by leaving unnecessary after-sales tasks completely to the PaperOffice team and still earning money.

LET PAPEROFFICE PRESENT FOR YOU
Maximize the job success rate and prove professionalism by being unbeatable as a team player.

ONLINE-BASED APPOINTMENT MANAGEMENT

You determine and manage your appointment requests yourself, online and in real time.



PRESENTATIONS

Appointments for new customers can be booked online. The proven maximum duration is 30-40 minutes.



SUPPORT / COACHING

Requires an active PaperOffice PLUS or SLA and can be booked online via the support unit.



ASK PRESALES

Identical to presentations and the supporter can connect via Teamviewer at any time.



ASK PARTNER

Requires an active partner agreement. Alternatively, contact the contact person directly.

AUGUST						
MON	TUE	WED	THU	FRI	SAT	SUN
27	28	29	30	1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

PROBLEMS HAPPEN

How to help the customer separate the good from the bad.



REACT IMMEDIATELY

Never let the customer wait, put them off or give them the "left alone" feeling.

It's best to respond in several ways.



SOLVE PROBLEM UNBUREAUCRATICALLY

The priority is that the customer can continue to work.

Details, causes or bureaucratic matters have to wait until the customer problem has been resolved.



KEEP CUSTOMERS INFORMED

Always keep the customer informed, rather one message more than too little. Make sure to give the client a sense of control and priority.

**“TO BE
THE BEST,
YOU MUST BE
ABLE TO
HANDLE THE
WORST.”**

“

**PROBLEMS ARE
OPPORTUNITIES TO SHOW,
WHAT YOU CAN DO.”**

THE PAPER OFFICE TEAM MOTTO

CUSTOMER PRIORITIES

Tried and tested simple resolutions are the guarantee for an ingenious and long-term relationship.

TARGET

01

SATISFACTION

The customer must always feel good with PaperOffice and his partner.

If you are short on time, always refer directly to PaperOffice.

TARGET

02

CONFIDENCE

Do not make promises that cannot be kept or realized.

Be sure to keep customer promises and always make a decision in case of doubt for the customer.

TARGET

03

RELIABILITY

If you keep appointments accurately, you express that you value each other's time as much as your own.

Punctuality is therefore a simple and effective way of showing respect for others.

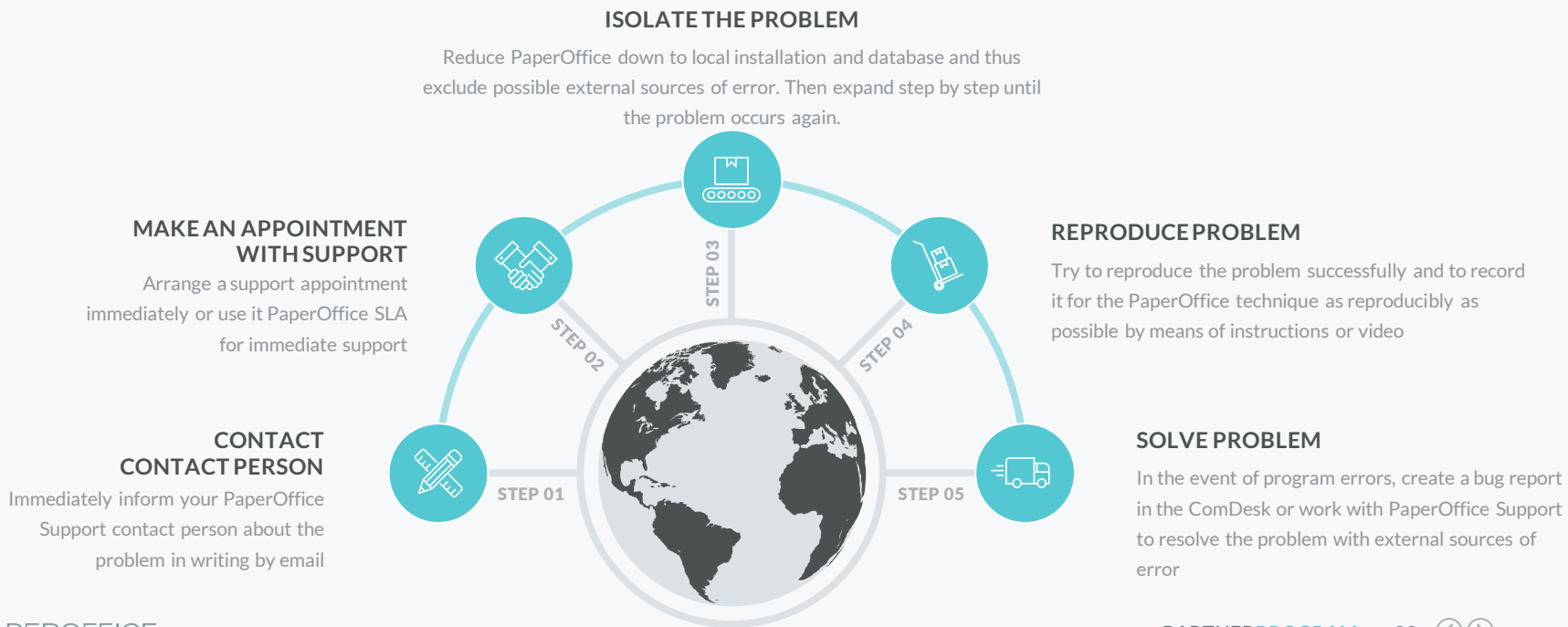
PROBLEM CAUSES

99.98% of the problems are caused by external factors.



PROBLEM SOLUTION

The proven way to solve every conceivable problem starts with the right communication.



DO & DO NOT GOALS

Small guidelines guarantee a big impact.



BE HONEST

If PaperOffice does not suit your customer, switch to another solution, but do not try to sell the customer a solution that will follow you later.



BE AUTHENTIC

Take a look at other solutions to authentically and professionally decide in which requirements PaperOffice is better or worse.



BE AGILE

Do not try to force the customer into a certain scheme. Always keep the option of PaperOffice CUSTOM ready and calculate the advantages and savings through a tailor-made PaperOffice solution.



DON'T MAKE ANY BAD

Every software and every solution has its strengths and weaknesses and customers who are looking for exactly that. This does not mean that this solution is bad because of it, just that it is just not what you are looking for.



DO WITHOUT DRYNESS

The subject of DMS, ECM and digitization is dry enough. Always put yourself in the customer's shoes and what problems or scenarios they want to solve. Then map the whole thing in a practical way with PaperOffice.



DON'T OVERDO IT WITH DETAILS

Yes, PaperOffice has almost unlimited possible uses, but do not overwhelm the customer with PaperOffice functions that he does not need at all. Go step by step and always ask the customer.



WWW.PAPEROFFICE.COM