Why Partner with Silwood Technology

Are you losing sales, or not even being considered as a potential vendor, or unable to meet the needs of your customers because your product does not work with business and technical metadata from SAP, Microsoft, Salesforce and Oracle ERP applications?

Partnering with Silwood will help you to:

- Enable sales of your products to customers who have large complex ERP applications
- Accelerate the delivery of your product's benefits to your customers
- Improve customer satisfaction and retention
- Differentiate your proposition from the competition

Safyr - Rapid Source Data Intelligence for SAP and Other ERP Applications

Join a growing number of software vendors and consulting companies who partner with Silwood Technology to extend the reach of their products and services to cover large, complex and often highly customized ERP and CRM application packages from SAP, Salesforce, Oracle, and Microsoft.

Your customers can use Safyr to eliminate the mystery surrounding the discovery and use of business and technical metadata from these applications in your products.

Regardless of whether they are working on a data governance, data catalog, analytics, data warehouse or data migration project it is critical that your customers can find and make use of the key metadata they need quickly and easily so that it can be understood and trusted.

Safyr is unique in its ability to give their data teams complete clarity into the underlying data models which are the foundations of these applications, and in the speed and ease with which they can identify and deploy the metadata which is necessary for their success with your products.

To get benefit from Safyr does not require users to have in depth technical knowledge of the ERP systems they are working with. Instead it ensures that they can take control of the metadata discovery process themselves and deliver the results for use in your products quickly and in an agile fashion.

It is a straightforward process to enable metadata from Safyr to be used with other products. Some of the companies whose products are already able to ingest Safyr content include Collibra, Alation, Precisely, Quest, Zeenea, and Idera.

The Safyr® Opportunity

Sales

- Enable sales of your product to customers with large complex ERP systems
- Navigate technical discovery and proof of concept phases faster and more effectively
- Benefit from support from Silwood specialists
- Additional license revenue

Customer satisfaction

- Deliver project benefits faster
- Reduce time to value
- Minimise risk of inaccurate data being introduced to your product

Competitive advantage

- Outperform competitors who have no equivalent capability
- Level up to competitors who are Safyr partners
- Safyr has no known direct software competition

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Partnership Feature	Lead Generation or Service Partner	Reseller Partner	White Label (OEM) Partner
Free sales enablement of Safyr	✓	✓	✓
Free Safyr technical training	✓	✓	✓
Access to copies of Safyr for development and demonstration purposes	✓	✓	✓
Pre sales support (including)			
· Demonstration to customers	✓	✓	✓
· Assistance during Proof Of Concept	✓	✓	✓
· Technical Question and Answer sessions	✓	✓	✓
· Response to Request for Proposal	✓	✓	✓
Marketing activities available			
· Joint press release	✓	✓	✓
· Joint event e.g. webinar	✓	✓	✓
· Co-branded datasheet	✓	✓	✓
· Entry of Silwood website	✓	✓	✓
1st level support provider	Silwood	Silwood or Reseller	OEM Partner
2nd level and above support provider	Silwood	Silwood	Silwood or OEM Partner
End User Licence Agreement	Silwood	Silwood or Reseller	OEM Partner
Partner branded version of Safyr	X	X	✓
Commercial terms for Safyr software	Silwood negotiate with end user	Software supplied to Reseller at 65% of list price	By agreement
Transaction details	Customer buys from Silwood (Referral fee by agreement)	Customer buys from Reseller	Customer buys from white label provider
Partner fee or Annual commitment/Sales target	None	By agreement	By agreement

For more information, please go to our partner page.