



MMI Partner Program

It's possible with Managed Maintenance, Inc (MMI). This is an exciting and prosperous time for us and it can be for you too.

MMI offers the best solutions in service contract management; helping manufacturers, distributors and the solution provider community a better way to monitor the timing of maintenance renewals and equipment replacement cycles. Our time tested discovery and implementation methodologies allow for the simplification and streamlining of complex processes that include asset, warranty, and service contract management.

Our newest offering, *IMSelect*, bundles together our time tested discovery and implementation methodologies with a secure, dynamic and easy-to-use web portal creating a solution that you can remarket to your clients that are struggling with tracking and managing contracts and with budgeting for future services.

About the Program

This program maximizes flexibility by enabling you to own and manage a majority of the sales process, while still leveraging MMI's sales, delivery and support network. As a member of the *IMSelect* Partner Program, we collaborate with you in making the sale, work with you to kick-off the client implementation and then MMI does the rest. You are now off to closing more deals.

Who Should Join

This program is ideally suited for solution providers, value-added resellers and maintenance providers that have an interest in growing their revenues with proven service contract management solutions. We also understand that you and your clients have certain requirements and go-to-market strategies and we do our best to adapt to your business model. With that, there are a few basic prerequisites we believe are needed to be successful in the program. They are:

- **Market**—A focus on driving value to clients through service contract management solutions.
- **Resources**—You should have a direct sales model with the ability to build and retain solid customer relationships.
- **Participation**—As a Partner, you will be required to maintain an active membership status by participating in quarterly business reviews and engaging with MMI to help ensure a successful partnership

IMSelect Partner Program Benefits

- **Opportunity**— Grow your services revenue with existing clients and new ones
- **Rewarding**— Profit margins up to 40%-45%
- **Competitive Advantage**— Build loyalty and retain clients with a set of unique and valued services
- **Support**—You will have access to marketing and business development support
- **Training**—MMI provides comprehensive and targeted training to master the *IMSelect* Solution

A Superior Client Experience

MMI takes our clients' business seriously. We provide reliable service, competitive pricing, superior customer support, and strong service level agreements. Our IMSelect solutions offer your clients a significant increase in productivity and can save them operational expenses at the same time.

Key Benefits for Your Client:

- Reduction in administrative support costs and time: free up valuable resources
- Dedicated Contract Specialist for all moves, adds, changes and inventory resources
- Proactive contract reconciliation and management
- 24x7x365 dynamic view of contract and asset details via state of the art web portal
- Prevent downtime and stop paying for support on retired assets

How can I join?

Applying is easy. Start by completing the [Partner Program Application](#) form. We'll set up a call to explore the possibilities.

Program Steps for Success

Engage

- Participate in an exploratory evaluation to determine if a relationship makes sense
- Learn how we are bringing new value to the marketplace
- Start to build a dynamic and rewarding relationship with MMI

Enable

- Orientation to MMI
- Partner Program Basics (Program Framework, Expectations and Commitments)
- Solution Positioning
- Web-Based Portal Demo
- Co-create a business development plan and your first marketing campaign
- Access to relevant marketing materials

Establish

- Support calls to discuss progress and tactics
- Additional business development and marketing opportunities
- Continued solution positioning guidance
- Joint sales calls

Evolve

- Incentives for growth
- Ongoing training to be successful
- Assistance in spotting new revenue opportunities
- Continued development of new and exciting offerings

Contact us at **561-869-4399** or visit www.managedmaint.com.

Be sure to follow us on Twitter at www.twitter.com/managedmaint for the latest best practices and industry trends.

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