



# Alliance Partner Programs

## Are you interested in a partnership with Visual Lease?

Accounting and advisory firms have selected to partner with the industry's best lease accounting and administration software provider. For over 20 years, Visual Lease (VL) has offered a robust software solution to organize and manage corporate lease portfolio data.

### Benefits of being a Visual Lease partner:

- ✓ **Flexible Partnership Models:** Our partnership models are customized to each partner, allowing you to easily incorporate your services into one comprehensive client solution.
- ✓ **Trusted Partner Enablement:** Our proven partner enablement and onboarding program will ensure all those involved in the partnership are set up for success.
- ✓ **Dedicated Alliance Sales Team:** Our alliance sales team will work hand-in-hand with your sales team to ensure a superior client adoption process and drive sales through proven pipeline best practices.
- ✓ **Attentive Alliance Operations Team:** Our alliance operations team serves as conduit between partners, clients, and various internal VL teams – through a single point of contact to ensure streamlined workflows and client experience.

### Your clients benefit from:

- ✓ **Committed Customer Experience:** We understand the importance of your relationship with your client, and are committed to providing the highest level of customer support and problem resolution.
- ✓ **Intuitive, Stable Software:** Our robust lease accounting software was built off the strong foundation of proven 25 years' in lease administration software solution. We are committed to continually building out product enhancements and activations through our roadmap.
- ✓ **Preferred Client Pricing:** Our pricing models take into account the overall client engagement and project, and provide our partner clients with a discounted pricing structure.

## About Visual Lease

For 20+ years, Visual Lease has provided robust software solutions designed to streamline how you manage your corporate lease portfolio. Built out of our proven lease administration background, our integrated lease accounting and administration software offers an easy way to track your lease data and financials.

Partnership Type	Features	Benefits
Referral Partner	<ul style="list-style-type: none"><li>✓ Quick and easy partnership on boarding</li><li>✓ Dedicated VL Account Management, Customer Support, and Customer Success departments</li></ul>	<ul style="list-style-type: none"><li>✓ Trusted partner team and top-tier industry software with 20+ years' experience</li><li>✓ Dedicated implementation and adoption services, with regular updates on client progress</li><li>✓ Strong depth of ongoing client management to ensure retention and customer satisfaction</li></ul>
Value Added Reseller (VAR)	<ul style="list-style-type: none"><li>✓ Complete, end-to-end support structure for selling, managing, and implementing VL software</li><li>✓ Tailored training to ensure business development and delivery personnel are fully up-to-speed</li><li>✓ Marketing support to develop and enhance outbound efforts</li></ul>	<ul style="list-style-type: none"><li>✓ Dedicated Alliance Operations to support all reseller and post-sales activities</li><li>✓ Full, ongoing support for reseller around implementation, account management, and up selling</li><li>✓ Consistent roadmap of new VL features and products</li></ul>
Professional Services Partner	<ul style="list-style-type: none"><li>✓ Create a solution for clients encompassing of partner services and technology</li><li>✓ Preferred-partner client pricing</li><li>✓ Ability to fully manage client's VL solution</li></ul>	<ul style="list-style-type: none"><li>✓ Ready-made software solution for easy implementation</li><li>✓ Exclusive discounted pricing models</li><li>✓ Alliance Operations support for marketing, sales, demo, onboarding and operations</li></ul>
Strategic Partnership	<ul style="list-style-type: none"><li>✓ Joint go-to-market strategy to secure clients for both partners</li><li>✓ Preferred-partner client pricing</li><li>✓ Value proposition around integrated software offering and professional services</li><li>✓ Clear plan for client adoption of both best practices and software</li></ul>	<ul style="list-style-type: none"><li>✓ Tailored process to ensure exceptional client journey</li><li>✓ Alliance Operations for all post-sales activities</li><li>✓ End-to-end software solution</li></ul>

