

ELO Business Partnership

Added value and synergy for your success



With ELO
certification



Benefit from the ECM growth market

Enterprise content management (ECM) is the central basis for digitizing business processes. Unlike any other field of business, it offers high two-digit growth rates.

The requirements and needs of the companies are varied and immense, ranging from digital invoice, contract, session, user or e-mail management, electronic customer or project data, digital personnel file, mobile working, form-based workflows to legally-compliant filing, etc. The ECM market is projected to have enormous growth potential, driven by ongoing business challenges and the needs of customers. Our excellent partner sales form an important basis for this success.

With ELO Digital Office, you have the right partner at your side

With a total of 20 years experience on the market, ELO is a leading provider in the field of ECM. Innovative and cutting-edge ELO solutions have received many awards throughout the world.

Our high quality and service standards form the foundation for successful projects and extremely satisfied customers for our ELO Business Partners. ECM solutions consistently looks toward the future, and we want to accompany you down this path.

Benefits include:

- More revenue thanks to new solutions
- Expanded product offering for existing customers
- New customers with innovative products in a growing market
- Enhanced employee capacity
- Qualified support directly from the manufacturer
- New business with a high degree of customer loyalty
- Indirect manufacturer sales





The best support for your success

We highly value personally caring for our ELO Business Partners. Our large team of experts is available to you as a personal contact during the entire partnership to address any questions. At the start, we will also offer you free assistance with designing, presenting, and preparing tenders.

Free ELO licenses

Your customers are not the only ones to benefit from lower costs and increased efficiency. By partnering with ELO, you are also granted free ELO licenses that you can use for your own company and to optimize your business processes.



Hold convincing presentations with our presentation environment

We give you the complete "Contelo" presentation environment. With preconfigured solution scenarios and examples, you can use this virtual Microsoft environment to show your customers all ELO modules in practice. You can also use the presentation environment for your own industry and customer-specific solutions.

Increase knowledge by way of the ELO Academy

We offer you a broad range of technical, sales, and methodological training courses. The partner fee includes free participation in seminars.



ELO PartnerPortal – the platform for your success

This helps you in a number of areas:

- Overview of all professional training measures
- Support queries via the ELO ticket system
- Handling sales processes
- Forum for product and project-related exchanges
- Latest product versions, documentation, and much more.



Working together to achieve shared goals

Profitable entry into new business

We subsidize your first project. This gives you an immediate ROI for projects with ten licenses or more. We want your initial investment to pay off very quickly.

Tailored offers thanks to flexible licensing models

We offer attractive licensing models and needs-based project prices for successful, customer-focused projects. This guarantees results-driven project proposals and implementation.

Active support in the project

Our highly specialized team actively supports you with project implementation with expert knowledge. In addition, you can book ELO consulting employees for your own project team.

Make the most of the partner network

The ELO Business Partner community provides mutual support with expertise and industry-specific solutions. This makes it possible to find a suitable solution for virtually any customer challenge.

Main benefits of the ELO Business Partnership:

- › Free ELO licenses for your company
- › Comprehensive training
- › Use of the ELO ticket system for support queries
- › Use of the virtual "Contelo" presentation environment
- › Active sales and pre-sales support by designated partner managers
- › Project-specific consulting services
- › Participation in product development
- › Regional partner days and customer conferences
- › Possibility to attend all major trade fairs
- › Annual ELO ECM Conference for prospective and current customers
- › Marketing support for print and online media
- › Presentation and advertising space on the ELO website

Targeted measures for increased visibility

Increase your visibility and product offering and boost sales

We continuously carry out campaigns and events in cooperation with our partners, be it a shared booth at leading national and international trade fairs or at one of the many events and conferences we host. ELO's marketing activities increase awareness of its partners in the ECM market.

Use the ELO PartnerPortal to manage your online presence

Today, online marketing is of crucial importance. The ELO PartnerPortal allows you to maintain your company profile, qualifications, and customer references within an ELO online marketing tool. For example, the ELO PartnerFinder actively matches prospective customers with your partner profile to initiate new business relations.

- › The ELO PartnerPortal is the central interface for all sales and marketing activities. It helps you to target and control the visibility of your company in ELO ECM marketing.
- › The ELO PartnerFinder ensures that prospective customers will find you quickly via the ELO website. Customers can either search by qualification or location.
- › We support you actively in writing customer references for the ELO ReferenceFinder.
- › We actively advertise partner events online and via the ELO EventFinder. We help you with event planning and registration, and even provide ready-made event concepts.

Trust in our years of experience and our high-performance solutions. Our partnership can help expand overall sales while increasing revenue from existing customers. With our digitized workplace rapidly becoming the standard, the time is now to consider working with us.

We look forward to welcoming you as a new partner.
ELO Digital Office Corporation

ELO Business Partnership

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ELO® is available for purchase from:

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For further
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