

Azentio Software Partner Program



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Azentio Software Partner Program

Azentio Software is committed to creating an efficient partnership structure that is founded on the principles of mutual support, benefit and respect. We are offering a dynamic Partner Program to affirm that our success is aligned with that of our partners.

Our Partner Program is designed to expand Azentio's tech ecosystem and network by strengthening and growing partner relationships with leading technology companies, system integrators, and strategic channel partners to ensure impactful global reach. Our vision is centered on providing an extensive array of software products and solutions to BFSI companies and midsize enterprises globally. We are keen on building a rich and robust ecosystem of partners, who can guide and support our potential clients in an ever-evolving marketplace.

Azentio anticipates feature-rich ecosystem expansion with this new program, while creating additional opportunities and value-added technology expertise for its partners.



Strengthening
Partner Relationships
for Global Reach

Azentio has a strategic commitment to partner neutrality and provides clients with the widest choice of solutions and technology. The program offers various partnership pathways.



Referral Partners & Resellers

Referral Partners refer warm prospective clients to Azentio without having to close the deal, or service the client. Successful referral partnerships begin with existing relationships, and develop using the tools introduced in our program.

You can also take your business to the next level by reselling our technology and capabilities as an extension of your offerings. Resellers are authorized to sell and close the deal, as well as maintain the client relationship, while we provide the maintenance and support.

Global System Integrators & Consulting Partners

They are a key part of our global ecosystem of trusted, enabled, accredited strategic partners, and provide consulting, outsourcing, and managed services across the globe, with a commitment to leveraging our combined strengths to deliver comprehensive, innovative solutions and services.

Business Solution Partners

Our Solution Partners comprise a network of certified software vendors who offer a range of best-of-breed solutions and services that integrate with Azentio's suite of products.

Technology Partners

Owing to our partnership with the world's best technology companies, we are delivering on our promise of transforming the management of modern infrastructure and enabling IT to move at the speed of business.

Implementation & Delivery Partners

Our Implementation Partners provide the all-important bandwidth needed for a successful deployment of our applications in certain geographies. They offer dedicated and skilled resources to ensure our projects go live seamlessly.

Other Features

Azentio Partner Program structure also offers features to support each of our individual partners by granting them easy access to information and resources, and by encouraging knowledge sharing and team collaboration. We maintain the highest level of expert support, thus eliminating the guesswork and streamlining the integration process.

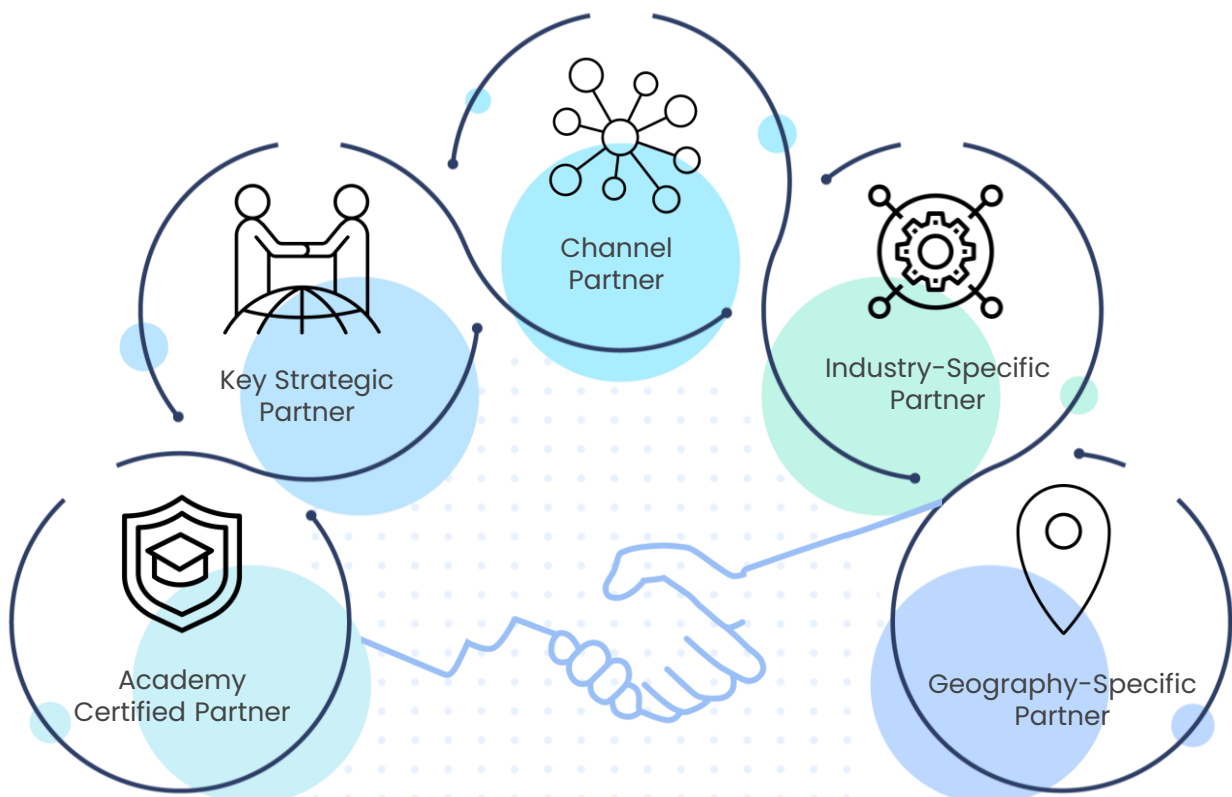
Partner Portal

Through Azentio's Partner Portal, we sustain our line of communication, process deal management, and provide a technical support system for all our partners.

Partner Badges

At Azentio Software, we have developed a system of badges to reward and recognize areas of proficiency for each of our partners. These badges allow Azentio clients to identify the roles of our partners by searching the website for partners with badges that best suit their business needs.

Our Partner Badges include:



Review our Partnership Guide for more information on how to get certified and receive Azentio Badge.

Azentio Partner Program is an opportunity to give our partners the recognition and spotlight they deserve.

Azentio Software Partner Program



About Azentio Software

Azentio provides mission-critical software products across Asia Pacific, Middle East, Africa and India to banks, financial services providers and insurers. It also provides ERP solutions to mid-market enterprises. The company's flagship platforms include Azentio **ONE**Banking, Azentio **ONE**CapitalMarkets, Azentio **ONE**Insurance, and Azentio **ONE**ERP. The flexibility that comes from its software platforms allows a host of applications to work with a single source of data and equips clients with workflow, analytics, document management and flexible integration mechanisms. Azentio Software Private Limited is wholly owned by funds advised by Apax.

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