



SagePoint SOFTWARE™

[PARTNER CONNECT® SUMMARY]

*With SagePoint Software Partner Connect®,
the early bid gets the work.*

The Business Challenge

The old cliché is that “the early bird gets the worm.” In today’s extremely competitive marketplace, **it’s the early bid that gets the work.** Your internal resources learn new skills. New hires get added. Subject Matter Experts move on or retire. **Your company’s DNA is constantly evolving** (your partners are evolving, too).

This evolution gives you the ability to take on new engagements that were not possible before...but only if you understand how both you and your partners’ DNA is changing, in real time. **That has been impossible, until now.**

The Solution

The solution is **Partner Connect®**. It is the only industry solution that can capture, track and manage the skills of both your internal workforce and partner resources, in real-time. **Partner Connect®** enables you to:

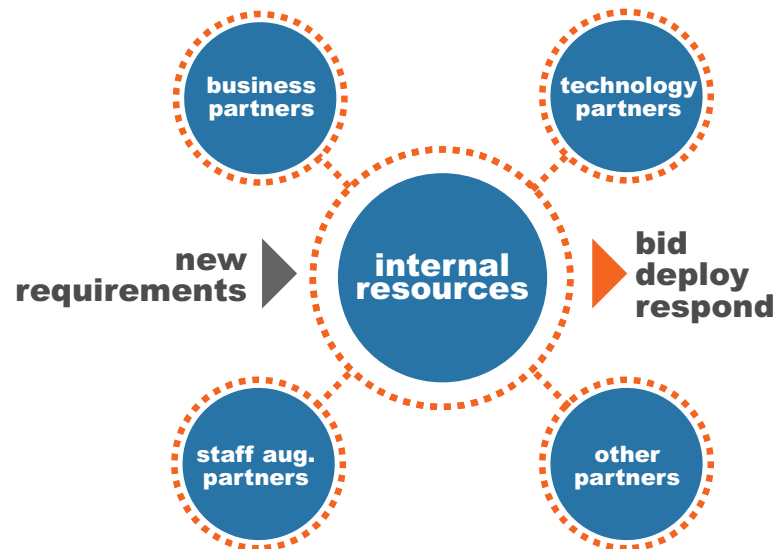
- Respond faster to joint bids and opportunities
- Advertise all resource skills to your partners
- Eliminate being “pigeon holed” for old, outdated skills
- Keep your company resources at the forefront of partners’ resource managers
- Share resources confidentially and securely by only exposing specific information
- Protect your 1099’s

*The early bid gets the work.
With SagePoint Partner Connect®,
the early bid will be yours.*

The Details

Just like LinkedIn is a professional network for **individuals**, **Partner Connect®** is the professional network for **companies**. With **Partner Connect®**, you can:

- Define and manage partnerships with other companies
- View both internal and partner resources in a single report
- Drill down into partner resource details
- Control shared information with individual partner sharing profiles
- Manage your internal workforce independently and securely
- Request the use of the resources from your partner network
- Manage partner requests to use your company’s resources
- Access and manage all functions through PC, Mac, or iPad
—no software to download or hardware to install



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...A Story From the Real World

A SagePoint Software customer shared this real-world example of two typical workforce management challenges.

"One afternoon we were presented by one of our partners an RFI to bid with an extremely short turnaround time. It was for a one year contract for an estimated \$500k. The request required a technical resource for a PeopleSoft Financials implementation that also had an accounting background. We had only one business day to decide if we had a resource that would fit. We passed on the opportunity and two days later found out that one of our best PeopleSoft engineers was a CPA in a previous life. We missed out on a great opportunity."

Challenge ①

The primary company didn't have visibility into their partner network. Because of this, they had to individually call each partner in their partner ecosystem. **SagePoint Partner Connect® exposes best-fit resources in partner networks instantly.**

Challenge ②

The secondary company didn't have visibility into their internal resources. Because of this, they had to rely on skills spreadsheets and memorization to find the best resource in their W2 and 1099 pool. **SagePoint Software enables instant matching of requirements to resources – without the need for manual sorting of resumes and spreadsheets.**

For more product information, or to arrange a full-featured demonstration, please get in touch with us.

Web: www.sagepointsoftware.com
Blog: www.sagepointsoftware.com/blog
Email: contact@sagepointsoftware.com

The screenshot displays the SagePoint Partner Connect web application. At the top, there's a navigation bar with 'Admin' and 'Manager' tabs. Below it, a 'TASK OVERVIEW' section shows details for a 'Back End Development' task, including title, project, status, assigned to, location, rate, scope, and schedule. A 'REQUIREMENTS' section lists six items with star ratings and importance levels. A 'SHORT LIST' section shows a search for 'Steven Lack'. A 'REQUIRED CERTIFICATIONS' section lists 'ITIL Foundation' and 'PMP'. A 'SEARCH OPTIONS' section includes filters for Title, Division, and Location. At the bottom, a 'SageSEARCH RESULTS' table lists six potential resources with their rank, name, location, distance, rate, commitment, PM rating, SageMatch score, and action icons.

Rank	Name	Location	Distance	Rate	Commit	PM Rating	SageMatch	Actions	Tool Tips
1	Larry Ellison	Boston Office	Unknown	\$79/hr	0 %	★★★★★	★★★★★	✓ + - ⓧ	
2	Steven Lack	New York	Unknown		0 %	★★★★★	★★★★★	✓ + - ⓧ	
3	Larry Ellison	San Jose	0mi		0 %	★★★★★	★★★★★	✓ + - ⓧ	
4	Bill Geights	Chicago Office	Unknown		0 %	★★★★★	★★★★★	✓ + - ⓧ	
5	Nick Sharma	San Jose	0mi		0 %	★★★★★	★★★★★	✓ + - ⓧ	
6	Bob Jones	San Jose	0mi		0 %	★★★★★	★★★★★	✓ + - ⓧ	

With Partner Connect®, you can tap in to the capabilities of your partner network — instantly.