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:
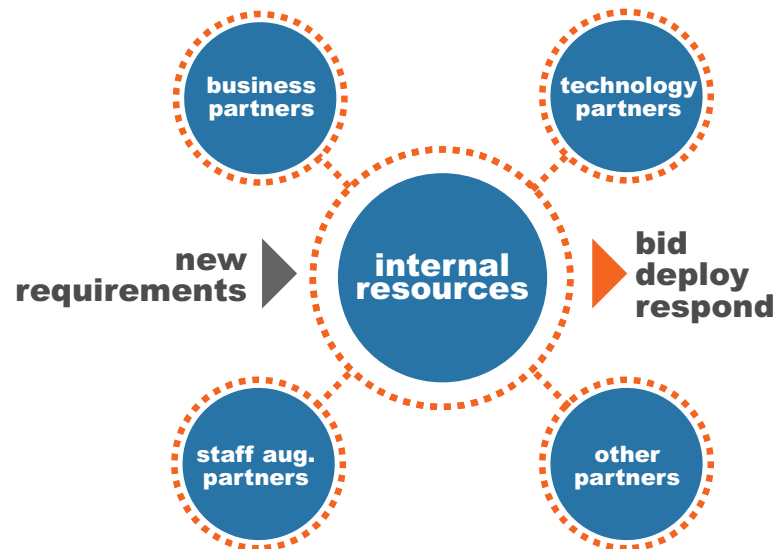
- **Respond** faster to joint bids and opportunities
- **Advertise** all resource skills to your partners
- **Eliminate** being "pigeon holed" for old, outdated skills
- **Keep** your company resources at the forefront of partners' resource managers
- **Share** resources confidentially and securely by 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

new requirements → **internal resources** → **bid deploy respond**

business partners · technology partners · staff aug. partners · other partners

SagePoint Partner Connect

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