

# Converge Partner Program

BUILD DOMAIN SOLUTIONS. OWN YOUR MARKET.

## The Opportunity

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Every market has unique business logic. Generic SaaS can't capture it.

- **Local regulations** — Tax rules, compliance, labor law
- **Industry practices** — Healthcare, legal, construction, logistics
- **Cultural norms** — Payment terms, communication patterns
- **Market structure** — Distribution channels, partner ecosystems

You understand your market. Converge gives you the platform.

## Why Partner with Converge?

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What You Bring	What Converge Provides
Domain expertise	Trustworthy runtime
Local market access	Pack architecture
Customer relationships	Provider ecosystem
Vertical knowledge	Mathematical guarantees

**Together:** Solutions that generic platforms can't match.

## The Partner Model

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Partner Type	Focus	Revenue
Regional Partner	Localize core Packs	Licensing + services
Vertical Partner	Industry-specific Packs	Subscription + marketplace
Integration Partner	Local provider adapters	Implementation fees
Reseller Partner	Deploy to your customers	Revenue share

Multiple paths. One platform.

# The Platform

TRUSTWORTHY BY DESIGN

## The 9 Axioms

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Mathematical foundations that make Converge trustworthy:

#	Axiom	Formula
1	<b>Monotonicity</b>	$\text{ctx} \subseteq \text{step}(\text{ctx})$
2	<b>Determinism</b>	$\text{step}(\text{ctx}) = \text{step}(\text{ctx})$
3	<b>Idempotency</b>	$\text{agent}(\text{ctx}) = \text{agent}(\text{agent}(\text{ctx}))$
4	<b>Commutativity</b>	$a(b(\text{ctx})) = b(a(\text{ctx}))$
5	<b>Termination</b>	$\exists n: \text{step}^n(\text{ctx}) = \text{step}^{n+1}(\text{ctx})$

## The 9 Axioms (continued)

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#	Axiom	Formula
6	Consistency	$\neg \exists(f, \neg f) \in \text{ctx}$
7	Starvation Freedom	$\text{enabled}(a) \Rightarrow \diamond \text{runs}(a)$
8	Confluence	$\text{ctx}_1 \cup \text{ctx}_2 \rightarrow \text{ctx}^*$
9	Observability	$\forall \text{effect}: \text{logged}(\text{effect})$

These aren't guidelines — they're **guarantees enforced by the type system**.

## From Math to Business Value

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Axiom	Business Guarantee
Monotonicity	<b>Audit trail integrity</b> — nothing lost
Determinism	<b>Reproducible decisions</b> — debug anything
Idempotency	<b>Safe retries</b> — no double-charges
Termination	<b>Guaranteed completion</b> — no stuck workflows
Consistency	<b>No contradictions</b> — ledgers balance
Observability	<b>Full explainability</b> — compliance ready

## The Stack

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Layer	What It Is	Partner Opportunity
Truths	Business specifications	Write domain Truths
Packs	Reusable truth modules	Create vertical Packs
Providers	External integrations	Build local adapters
Runtime	Execution engine	Deploy for customers

# Localization

ADAPT CONVERGE FOR YOUR MARKET

## What Can Be Localized?

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**Truths** — Express local business rules

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Truth: Swedish invoice compliance
Given an invoice is issued
Then OCR number must be valid
And ROT/RUT deduction must be calculated
And F-skatt status must be verified
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**Providers** — Connect to local systems

- Banking APIs (Bankgirot, Swish, iDEAL, PIX)
- Tax authorities (Skatteverket, HMRC, IRS)
- Identity (BankID, MitID, eIDAS)

## Example: Nordic Finance Pack

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A regional partner could build:

Module	Local Truths
Invoicing	OCR, ROT/RUT, e-faktura
Payments	Bankgiro, Swish, Vipps
Taxes	Momsredovisning, arbetsgivaravgift
Reporting	Årsredovisning, SIE format

One Pack. Multiple Nordic markets. Your expertise encoded.

## Example: Healthcare Vertical Pack

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A vertical partner could build:

Module	Domain Truths
Patient Flow	Booking, triage, handoff
Documentation	SOAP notes, referrals
Compliance	HIPAA, GDPR, consent
Billing	Insurance, copay, claims

Generic EHRs can't capture clinical workflow. You can.

## Example: Construction Vertical Pack

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A vertical partner could build:

Module	Domain Truths
Project Lifecycle	Bid, contract, milestone
Resource Management	Crew, equipment, materials
Compliance	Safety, permits, inspections
Payment	Progress billing, retainage, lien waivers

Construction software is notoriously fragmented. Converge unifies it.

# The Business

YOUR REVENUE, YOUR MARKET

## Revenue Models

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Model	How It Works	Example
Pack Licensing	Per-seat or per-tenant	€50/user/month
Implementation	Setup and customization	€15K–50K project
Managed Service	Hosted + support	€500–5K/month
Revenue Share	% of customer spend	20–30% of platform fees

Mix models based on your market and capabilities.

## Partner Benefits

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- **Technical** — Full Pack development kit, sandbox environment
- **Commercial** — Co-marketing, lead sharing, partner directory
- **Support** — Dedicated partner success manager, priority support
- **Training** — Certification program, technical workshops

## Partnership Tiers

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Tier	Requirements	Benefits
Registered	Sign agreement	Access to resources
Certified	Complete training, 1 Pack	Co-marketing, leads
Premier	5+ customers, 3+ Packs	Revenue share, roadmap input

Grow with us. More success = more benefits.

## Success Metrics

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What we measure together:

- **Packs Published** — Your domain expertise encoded
- **Customers Deployed** — Your market penetration
- **Revenue Generated** — Your business success
- **Customer Satisfaction** — Your reputation

We win when you win.

# Getting Started

FROM PARTNER TO PLATFORM OWNER

## The Path

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**01 Explore** — Review the platform, identify your opportunity

**02 Plan** — Define your market, scope your first Pack

**03 Build** — Develop with our Pack Development Kit

**04 Launch** — Deploy to your first customers

**05 Scale** — Expand your Pack library and customer base

## What You Need

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Resource	Minimum	Recommended
Technical	1 developer	2–3 developers
Domain	Market knowledge	Industry experts
Commercial	Customer access	Sales capability
Time	3 months to first Pack	6 months to revenue

Start small. Prove value. Scale up.

## First Steps

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- 1. Schedule a call** — Discuss your market opportunity
- 2. Sign partner agreement** — Access resources
- 3. Complete certification** — Learn the platform
- 4. Build first Pack** — Start with one domain area
- 5. Deploy pilot** — Prove it with real customers

# Own Your Market

PARTNER WITH CONVERGE

## Let's Talk

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