



Microlistics
WISETECH GLOBAL GROUP

Microlistics Partner Guidebook

Your guide to the Microlistics Partner program,
categories, tools and resources.



Welcome

Welcome to the Microlistics Partner program.

As a Microlistics Service Partner, you have joined a global network of highly skilled supply chain practitioners and warehousing experts united in their commitment to transforming supply chains one warehouse at a time.

We share a mutual goal to help customers around the globe navigate increasing supply chain complexity, technology fragmentation and rapidly changing consumer behaviour.

Together with the Cargowise Service partner we combine our deep supply chain expertise with flexible software and a partner-based approach to produce solutions guaranteed to deliver outstanding benefits.

We believe the most successful Microlistics Service Partners are those who continually invest in building their technical capability, product expertise and industry networks.

These guidelines will explain the resources and tools available to help you grow and thrive as an Microlistics Service Partner.



Microlistics
Partner Program



The program

As a Microlistics Partner you play an integral role in supporting warehouse operators and their use of our industry-leading warehouse software, Microlistics WMS.

You will earn revenue working with Microlistics customers by offering technology and operational consulting services, product training and high-touch support, project management and business process services, and software integration services and customer support.

You will leverage your expertise to help our customers achieve outstanding business and operational outcomes and differentiate yourself in the global marketplace of warehouse management system software providers.

We will provide you with opportunities, tools, and resources to help promote and grow your business, and deliver value to Microlistics customers.

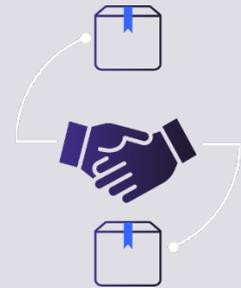


Microlistics
Partner Program



Partner categories & criteria

The Microlistics Partner program comprises two categories designed to suit a broad range of experience and capability.



Service Partner

Certified logistics and technology consultancies who go beyond selling to help customers implement, train, configure and optimise Microlistics WMS.

- > Provide Services (activation, optimisation, integration) for Microlistics WMS from Express to Enterprise in selected region
 - > Involved from design to deployment
- > Does not include any required development, which will be undertaken by Microlistics.
- > Maintains requisite Microlistics certifications
- > Partner agreement includes referral clause (same conditions as standalone MRP)
- > Commercial model is Partner direct to client for services rendered



Business Partner

Promotes Microlistics in specific markets aided by a deep understanding of warehousing challenges by region and industrial vertical.

- > Able to self-sufficiently promote & market the Microlistics WMS using the value proposition, including:
 - > Execute all meetings, presentations, demonstrations locally
 - > Manages and closes deals as per the Microlistics Buy Cycle (All pricing signed off by Microlistics Sales Mgmt)
- > Receive a Business partner fee of 20% on software licenses for first 36 months of collected license revenues
- > Maintains requisite Microlistics certifications



Microlistics
Partner Program



Growing your business

Microlistics Partners enjoy exclusive access to powerful tools and resources to build additional revenue streams and grow their consulting businesses.



Microlistics sales tools
and processes

Proven sales processes and content utilised by our global sales team you can use to grow your Microlistics engagements.



Operational and commercial
business resources

Operational business toolkits to activate new business opportunities and set yourself up for commercial success.



A real-world demonstration
environment

A feature rich Microlistics WMS sandpit environment to train consultants, demonstrate functionality to clients, reduce project build times and increase speed to market.



Marketing collateral and
campaign toolkits

Access sales and marketing videos, scripts, lead generation assets and campaign toolkits.



Microlistics customer referral
program

Access more leads through the Microlistics customer referral program.

Note: Access to tools and benefits differs between partner categories.



Microlistics
Partner Program



Tools resources & training

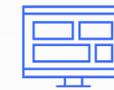
The Microlistics Partner program gives you access to a range of benefits to assist your business.

Begin your journey at the Microlistics Partner Portal, which provides one place to access all the resources required to grow and market your business. The Microlistics eLearning platform empowers partners to develop and enhance Microlistics software skills and ensure your Consultants are the best they can be in the complex world of warehousing and logistics.



Microlistics team

Our team of partner management, sales and support professionals work together to support Partner activation and success.



Partner portal

Digital resources, courses, news, collateral and videos enable you to onboard consultants and grow your capability.



Product training

Self-paced online learning for obtaining product certification for each consultant in your practice, and for sharpening skills when new features are released.



Joint marketing & cross-promotional activities

Allow Microlistics to boost your brand and improve market awareness for your company.

Note: Access to tools and benefits differs between partner categories.



Microlistics
Partner Program



Frequently asked questions

What is the process to become a Microlistics Partner?

All potential partner applicants are assessed by the Microlistics team via email and phone before formal engagement as a Partner. Once approved, new Partners are guided through a step-by-step partner activation and onboarding process.

Can I be a standalone Microlistics Partner, or must I also be a CargoWise Partner?

Yes, you can be a standalone Microlistics Partner. Current CargoWise Partners can also become a Microlistics Partner alongside their existing Cargowise WMS competence capabilities.

How do I access training and become skilled in Microlistics WMS?

Microlistics offers free, comprehensive training featuring on-demand eLearning resources and examinations. All Partners and customers have access to eLearning. Potential partners can apply to receive access to eLearning by contacting partners@microlistics.com.

How do I become certified as a Microlistics Partner?

Partner consultants are certified once they have completed all Microlistics eLearning courses, successfully shadow between 3-5 customer projects with the Microlistics team, and successfully demonstrate competence in the project certification checklist as determined by the Microlistics Project Lead.

How much does it cost to be a Microlistics Partner?

There is no direct financial investment required to become a Microlistics Partner. Our Partners do, however, invest their valuable time and resources into their partner accreditation. It is through continuous professional development and the dedicated involvement in shadowing initial project work that accreditation is obtained.

Will my company be listed as a Partner on the WiseTech Global or Microlistics websites?

Yes. Approved Partners will be listed on the Microlistics Partner website.

More questions?

Please email partners@microlistics.com.



Microlistics
Partner Program





Contact us

With offices worldwide, we're here to help.

partners@microlistics.com
www.microlistics.com