



# EcoPartner Program

## 1. Formalize the Relationship

- Via EcoprintQ AVR Application
- Via an AMR Service Agreement

## 2. Familiarize your Team with PaperCutMF

- Overview of product tiers by vertical markets

## 3. Install PaperCut in your Show Room

- Installation of the product with an NFR License

## 4. Discuss and establish a Quote & Sales Workflow

- Review product pricing and licensing options
- Establish a Sales Workflow for your team

## 5. Sales and Marketing Training

- Webinar to DEMO product functionality
- Sales Certification

## 6. Technical and Configuration Training

- Hands on configuration of the product
- Technical Certification

## 7. Product Marketing

- Prepare brochures for your marketing team
- Support for solution events

## 8. Continue Education

- Prepare on-going training to educate sales group on new features
- Prepare on-going training for technical group on new configuration