




Business program For Partners



2022





The DataPartner Business Program is a great and low risk way to increase your company's revenue and add competencies for successful dealing with your existing and new customers.



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About Datapartner Oy

ABOUT

- Established in 1987 in Finland
- **A leading provider of software for investment appraisals, financial modelling and valuation**
- > 1 850 customers worldwide, most industries
- Profitable, Growing
- Highest creditworthiness
- Microsoft Certified Partner

INTERNATIONAL PRESENCE

- 35 Business Partners internationally

BUSINESS SPECIALTY

- Main software product: **Invest for Excel®**
- **Training and consulting services** in the field of financial modelling

Microsoft Partner

Silver Application Development



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What is the partnership about?

We invite you to explore mutual potential for expanding of your business.

1. Gain market share through deployment of **Invest for Excel[®] software** among new and existing customers
2. Expand your **training offer** with professional workshops related to financial modelling, with Invest for Excel[®] software
3. Develop your **consulting services** with Invest for Excel[®] software for best professional advice in business and financial field.

What is Invest for Excel® software?

1. Invest for Excel® is a software solution for capital budgeting and valuation that is used in over 1 800 organisations in 63 countries worldwide.
2. Invest for Excel® is used in all industries by consultants and businesses of all sizes in a wide variety of financial modelling applications including:



- Project Economics
- Feasibility Studies
- Investment Appraisals
- Business Planning (Cash Flow, P&L, Balance Sheet)
- Sensitivity/Scenario Analysis
- Asset and Goodwill Impairment Testing
- Company Valuations & Acquisitions
- Capital Budgeting
- Financial Models ... and more

3. Combining discounted cash flow valuation, IFRS reporting standards and best practices in capital budgeting, Invest for Excel® is a software solution that is both incredibly powerful as well as easy to use.

Invest for Excel[®] is applicable for all industries and business of all sizes



Large organizations

**Small & Medium
Businesses**

**Accountants &
Consultants**

Universities

**Public Sector &
Government**

Investors



and more...



Top Customers



Why partner with DataPartner?

Proven track record
of successful
business

Invest for Excel[®] is a product with **proven track record of providing good and sustainable business**, BOTH for one-off sales situations and creating long term relationships.

Booster for value-
added services

Invest for Excel[®] offers **great potential** for selling consulting, training and value added services and products to your customers.

Universal solution
for a wide B2B
audience

Invest for Excel[®] is a universal solution with **successful, documented business case studies** across numerous industries and countries. It can be applied for wide target audience.

Zero barriers for
implementation
(MS Excel)

Invest for Excel[®] is developed in Microsoft Excel environment, which makes it liked, **relevant and easy-implementation tool**.

Trend: Profitability
calculations gain
importance

Profitability calculations gain more and more importance and **many customers have a need for standardized and quick analysis** for well-informed decision-making, which *Invest for Excel*[®] delivers.

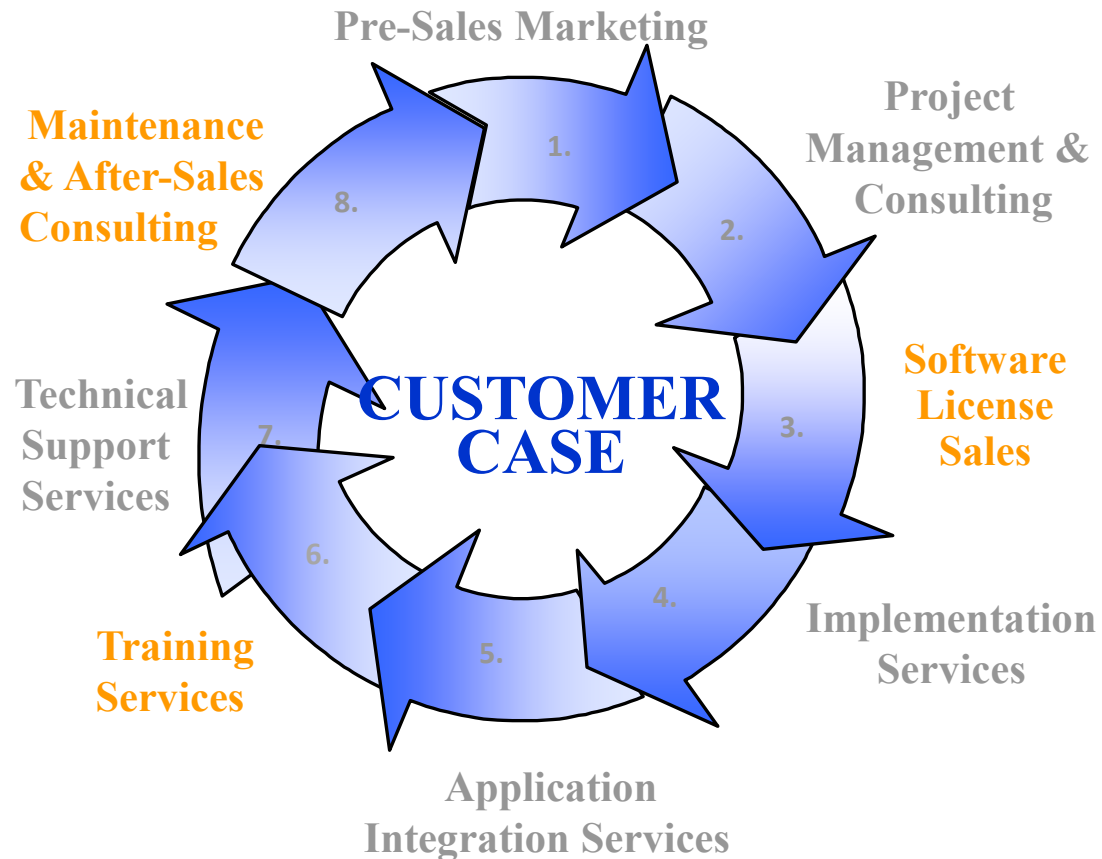
What's in it for the Partner?

- **Increasing revenues** in new business areas
 - Enables selling new and wider scope solution services
- **New biz** from existing customers
 - Through joint marketing and sales activities
- Increase in the **value of your company**
 - Your customers experience increase quality in services you offer to them
 - Increased interest towards your company and services in the marketplace
- Increase in **profitability and competitive advantage**
 - More customers with unchanged resources
 - More efficient local marketing

Partnership value for you

1. **Non-exclusive Partnership business model** based on attractive commission scheme
2. **The Concept is proven successful (1 850 customers worldwide)** and with long-term presence on the market
3. **Guidance in setting up** your DataPartner software & services business
4. **Free training** on learning *Invest for Excel*[®] software and services
5. **Flexibility in level of your involvement** - Customer maintenance services can be delivered by DataPartner or you
6. **Low cost requirements** to start the co-operation
7. **Support** at the start and throughout the partnership
8. **Ready marketing** and training packages to trigger sales

Partnership value for you



We offer many services for our Customers, of which the most important are:

- Software license sales
- Training
- Maintenance and Support
- Consulting

How do we work together?



Steps in the partnership process

1. Introduction of DataPartner to you and yourself/ your company to DataPartner
2. Demonstration of Invest for Excel® software and discussion
3. What is the vision of the Partnership? Validation Common Expectations of the co-operation
4. Business plan and agreement
5. Training and transfer of the professional knowledge
6. Plan of actions and do business
7. Follow-up and support
8. Enjoy sales success!



Your first step

Book a meeting with us and discover mutual potential for growth!



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Thank you for your attention.

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