

Marina Master Reseller Partner Program

Brief Introduction to Marina Master and IRM Ltd.

Marina Master is a comprehensive and complete solution of IRM Ltd., a European-based Software Development Company, established in 1992. The built-in expertise and know-how of marina management are key drivers for our leading position in the market. Its modular design enables flexibility to meet the needs of a particular marina. Great customer feedback and high satisfaction are fundamental to our international aspirations. We are heavily investing into internationalisation, currently supporting 12 languages and growing, and building an attractive Reseller Partner Programme.

Marina Master will increase your strategic position with marina customers and further increase your revenue. Marina Master team will fully support you with marketing, sales, as well as during the implementation process.

Reseller Program Details

Through this program, Partners will have access to education and documentation materials, and appropriate tools to support the successful implementation of Marina Master.

What do you get from IRM?

- ✓ Technical training and reseller support;
- ✓ Pre- and Post-Sales Technical support;
- ✓ Commission on every successful sale;
- ✓ Reseller logo branding;
- ✓ Opportunities for other performance-based benefits;
- ✓ Co-marketing opportunities;
- ✓ Strategic Account Management Support;
- ✓ Opportunity to chose appropriate level of partnership;

Benefits for Partners

- ✓ Strengthens your business and adds values to your customers;
- ✓ Stimulating Revenue;
- ✓ Opportunity to associate with marina management;
- ✓ Premium Partner Support;

Pre-Requisites

As our partner you will be an authorised representative of Marina Master and IRM on your local market, therefore, professionalism, as well as respect for ethical and legal standards, are required. The two key prerequisites are expected to qualify in the Reseller program:

- ✓ **Sales Volume** – according to the level of our reseller agreement, the fulfilment of minimum sales criteria is expected. Higher sales volume generates more benefits for you.
- ✓ **Technical Strengths** – our sales and support team will educate your technical crew on how to prepare efficient demonstration and how to implement our product for your clients.

How to apply?

For applying to our Reseller Partnership program please contact us at info@irm.si. We look forward to hearing from you. For more information, please visit www.marinamaster.si or www.irm.si.