



 **flowgear**

Integration & Automation

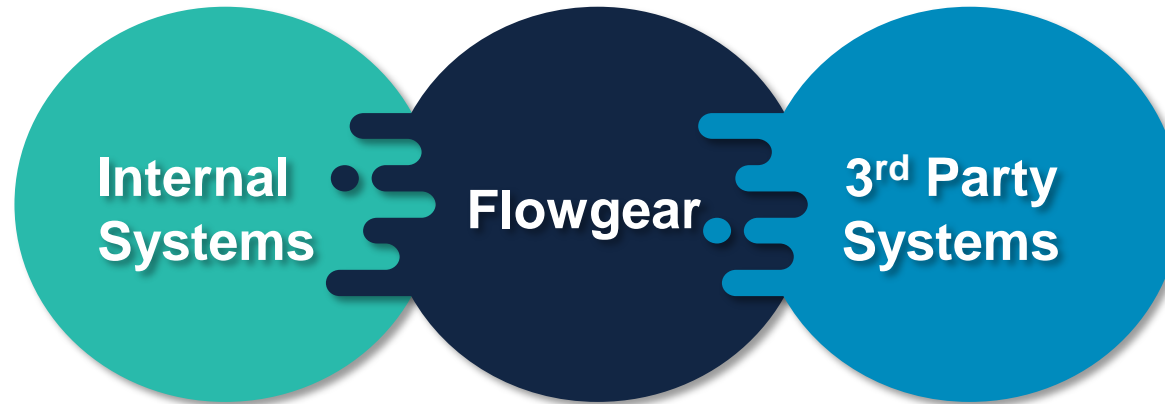


Partner Sales Training

Welcome!

- ✓ What is Flowgear?
- ✓ Our Partnership
- ✓ Integration Benefits
- ✓ Use Cases
- ✓ Flowgear Pricing
- ✓ Sales Strategies
- ✓ Sales Tools
- ✓ Registering Leads
- ✓ Q & A

What is Flowgear?



Modern organizations are using more apps and services than ever but sharing data between them is one of the biggest challenges facing IT today

What is Flowgear?

SEAMLESSLY INTEGRATE & AUTOMATE
FLOW OF DATA BETWEEN
APPS , SERVICES
AND THIRD
PARTIES.

Elevator Pitch

"Flowgear's Integration and Automation platform enables companies, without writing any code, to integrate with any third-party Application, Service, API & Database in minutes not months.

All integrations and workflows are built visually to pass data between different systems to automate processes or facilitate transactions between internal systems, suppliers and customers."

Leader Board



Flowgear

in Enterprise
Integration Platform
as a Service

4.7 ★★★★★

15 June 2021

 flowgear

Flowgear

4.7 ★★★★★

 Jitterbit

Jitterbit

4.6 ★★★★★

 SAP

SAP

4.5 ★★★★★

 MuleSoft

MuleSoft

4.3 ★★★★★


Informatica

Informatica

4.2 ★★★★★

 boomi

Boomi

4.2 ★★★★★

Flowgear Partners

Have an inherent need to provide an integration solution for your clients as part of your core business

ERP



Logos for ERP partners: Netsuite, SAP Business One, Syspro, Xero, and Sage.

CRM



Logos for CRM partners: Microsoft Dynamics 365, Zoho, Salesforce, and Zendesk.

E-Commerce



Logos for E-Commerce partners: Magento, Shopify, WooCommerce, and Takealot.com.

Flowgear Partner Program

Enables SaaS Vendors, ISVs and System Integrators to significantly reduce the effort and cost of app integration projects.



Scalable Solutions

- Scalable solution for all your client's integration requirements
- High-value plans



Platform Subs Revenue

- Earn annuity revenue
- Receive up to 12% of monthly subscription revenue in perpetuity



Prof Services Revenue

- Increase your billable hours
- Offer integration-as-a-service



Improve Retention

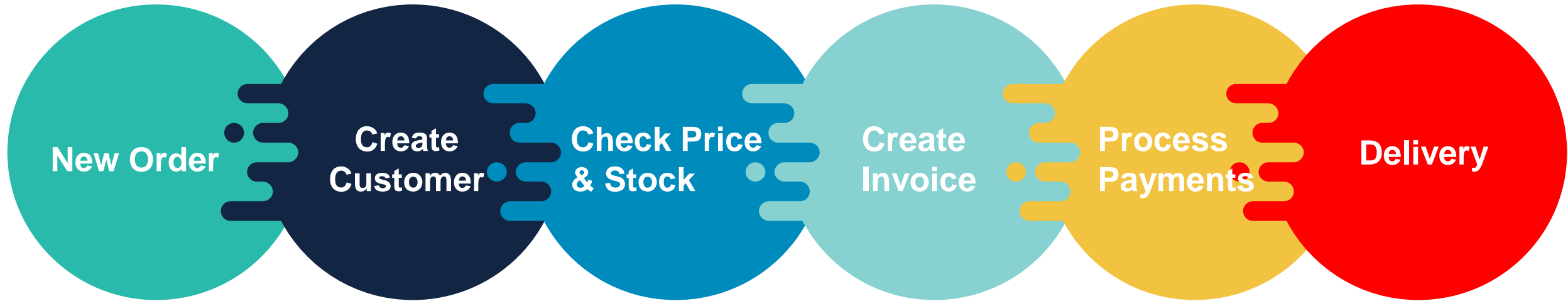
- Entrench yourself in your client's business
- Integrate into every aspect of the company

www.flowgear.net/partner-program

© FLOWGEAR 2021

Online Purchase

An integration generally needs to touch multiple system or parties in real time



One platform for every department

SALES

Sync approved quotes in your CRM to your accounting app

MARKETING

Securely share data with a self-service mobile app

OPERATIONS

Update inventory pricing based on costs sent by your suppliers

FINANCE

Consolidate sales or financials from multiple disparate branches

CUSTOMER EXPERIENCE

Send shipment tracking updates for e-commerce orders

AUTOMATE MANUAL PROCESSES

Upload data from flat files in real-time with 100% accuracy

AUTOMATE MANUAL PROCESSES

Upload data from flat files in real-time with 100% accuracy



Benefits of Flowgear

Integrate directly with customers & suppliers to increase operational efficiency

Competitive Advantage

Automate repetitive manual processes and improve response times

Reduce Overhead

Share data across your whole organisation with a single source of truth

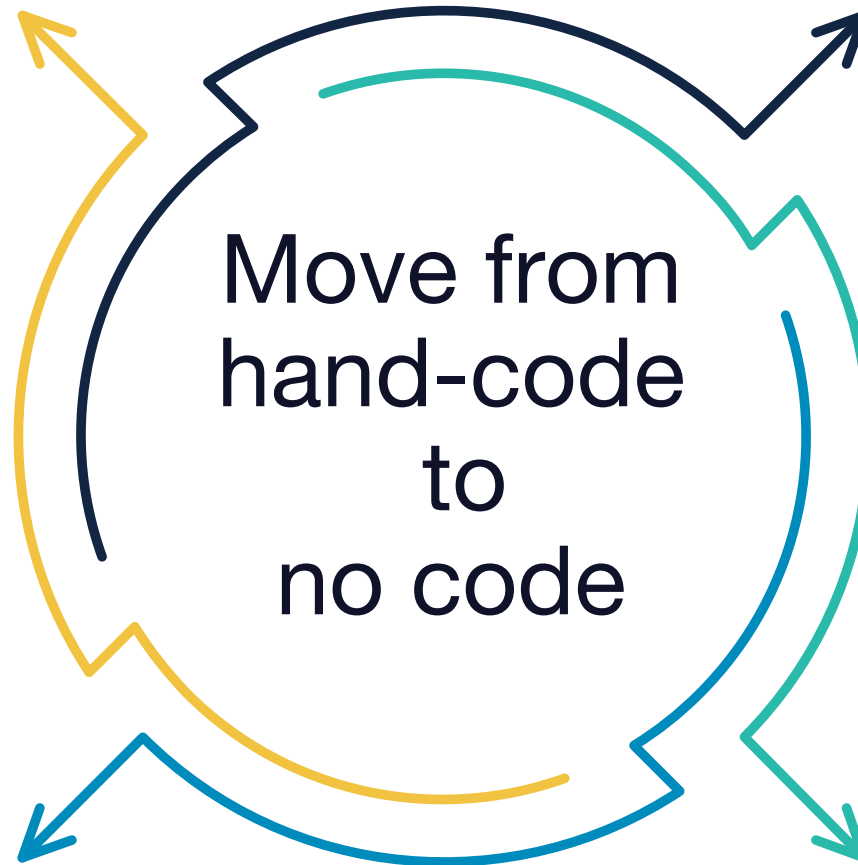
Overcome data silo's

Boost productivity

Empower your teams to focus on higher-level tasks

**Use prebuilt connectors
to increase speed to
market**

**Eliminate maintenance
overhead of hand-coded
point-to-point integrations**



**Visual design ensures
you have ownership of
your integrations**

**Run business-critical
integrations backed by SLA**

High Cadence Integration & Automation

High ease of Use

True code-free Visual Design

Rapidly prototype and iterate

Give customers agency & autonomy

High Sophistication

Complex multi-endpoint flows

Complex data mapping scenarios

Seamlessly blend cloud with on-Prem

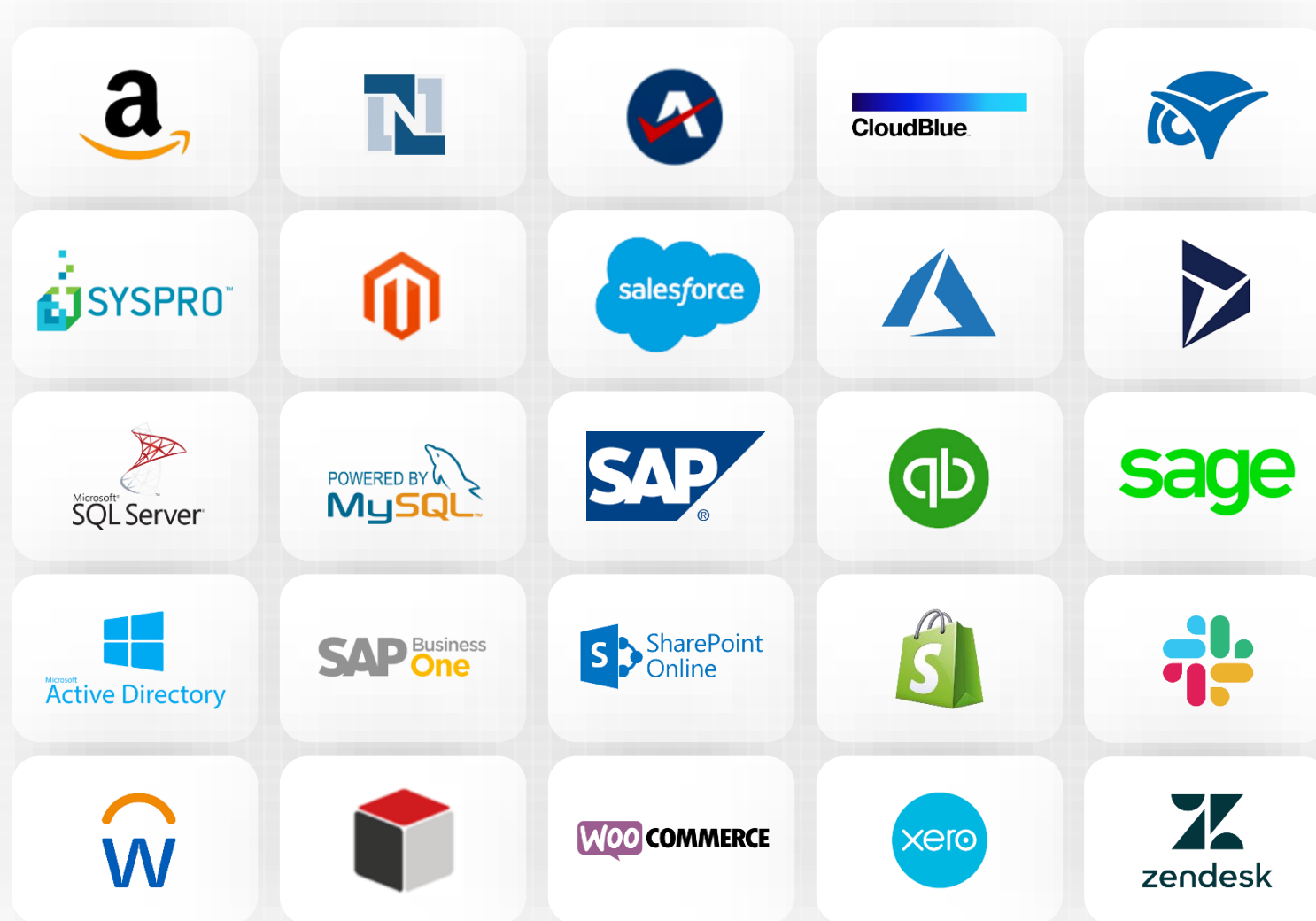
High ROI Pricing

Subscriptions based on Active Workflows

Encourages exploratory R & D

Scale as you grow

200 Connectors or build your own



Active Workflow Pricing Model

	 6 MONTH PLAN	 6 MONTH PLAN	 6 MONTH PLAN	
	Base	Standard	Professional	Enterprise
	10 active workflows ⓘ	25 active workflows	50 active workflows	100+ active workflows
	No limit stored workflows ⓘ	No limit stored workflows	No limit stored workflows	No limit stored workflows
	7 days of activity logs ⓘ	30 days of activity logs	60 days of activity logs	180 days of activity logs
	Single account ⓘ	2 Sub-accounts	4 Sub-accounts	8+ Sub-accounts
	20 users ⓘ	50 users	100 users	Unlimited users
	10 hours free PS/ year ⓘ	25 hours free PS/ year ⓘ	50 hours free PS/ year ⓘ	75 hours free PS/ year ⓘ
	Silver SLA is included ⓘ	Silver SLA is included	Silver SLA is included	Silver SLA is included

<https://www.flowgear.net/pricing/>

Client Acquisition Strategy

Step 1

**Weekly Webinar
Introduction to Flowgear
and Platform Demo**

**Educate existing and
potential clients on the
benefits and need for
integration**

Step 2

**Complimentary
Proof of Concept**

**POC's have seen a sales
conversion rate of over 85%.**

Weekly Webinar

30 Minutes

1

C-Level Discussion

- Why companies require integration
- Benefits of integration
- Typical use cases
- Costs & timeframes to implement
- Platform over a hand coded solution

2

Platform Demo

Integration:

- Salesforce
- Syspro
- Sage
- Slack
- Mobile App

85% Success Rate 10 Day Turnaround

Proof of Concept Complimentary

- ✓ 1-2 integration use cases
- ✓ High-level spec - no workshopping
- ✓ Access to client's sandbox environments, some sample data
- ✓ Deliverable - High-level design - with an effective integration solution and various workflows

Benefits

- ✓ Creates confidence
- ✓ Increases the # of use cases
- ✓ Creates Momentum - Significantly reduces the timeframe of the sales cycle

Sales Tools

illation

Stay on top of digital transformation.

Get In Touch

What We Do?

- Customer Engagement & CRM
- AI Analytics
- Contact Centre Solutions
- Cloud Telephony
- Integrations**

The definition of the word 'illation' is 'a conclusion or opinion that is formed because of known facts'. At illation, this definition stands at the core of everything we do. We offer comprehensive, sophisticated solutions to ensure communication between you and your customers is handled efficiently. Whether it's voice/telephony, email, web chat, IM, social media, or any other channel - we can help your business set up efficient, effortless communication solutions.

illation

in Partnership with Flowgear

illation has partnered with Flowgear to deliver a robust and scalable solution for all our clients' integration & automation requirements



Integration & automation on-premise and in the cloud

Boost productivity and profitability through pre-built, reusable integrations and APIs

- Seamlessly integrate with any third party Application, System, API or Database in Minutes not Months!
- Automate internal process or directly with suppliers and customers
- No coding, SMB to Enterprise
- Save your business \$1,000's and reduce your monthly overhead - Automate repetitive manual processes

Modern organizations depend heavily on an increasing array of apps, systems and services to operate efficiently and grow their businesses but sharing data between them is one of the biggest challenges facing IT today.

Watch a Demo

Sign up below!

Time Please choose only one webinar to attend.

Select

- Jul 14, 2021 10:00 AM
- Jul 21, 2021 10:00 AM
- Jul 28, 2021 10:00 AM**
- Aug 4, 2021 10:00 AM
- Aug 11, 2021 10:00 AM
- Aug 18, 2021 10:00 AM
- Aug 25, 2021 10:00 AM

* Required information

First Name *

Last Name *

Email Address *

Register Leads

Ensure your annuity income and avoid any possible conflicts

- ✓ Submit leads to salesteam@flowgear.net
- ✓ Company Name *
- ✓ Company Website *
- ✓ Technical Contact Information*
 - Name
 - Title
 - Telephone
 - Email

*Required

Brands Who Trust Us



Get in touch!



ZA 0861-61-3569

US 1-800-940-0054

UK 0-800-098-8164



Anthony Miller

anthony@flowgear.net

www.flowgear.net

 **flowgear**