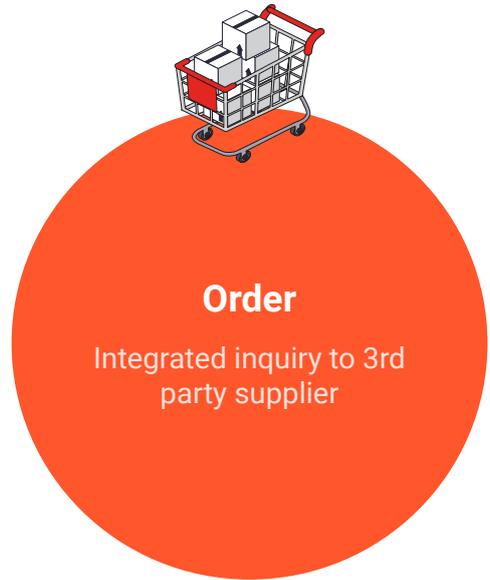




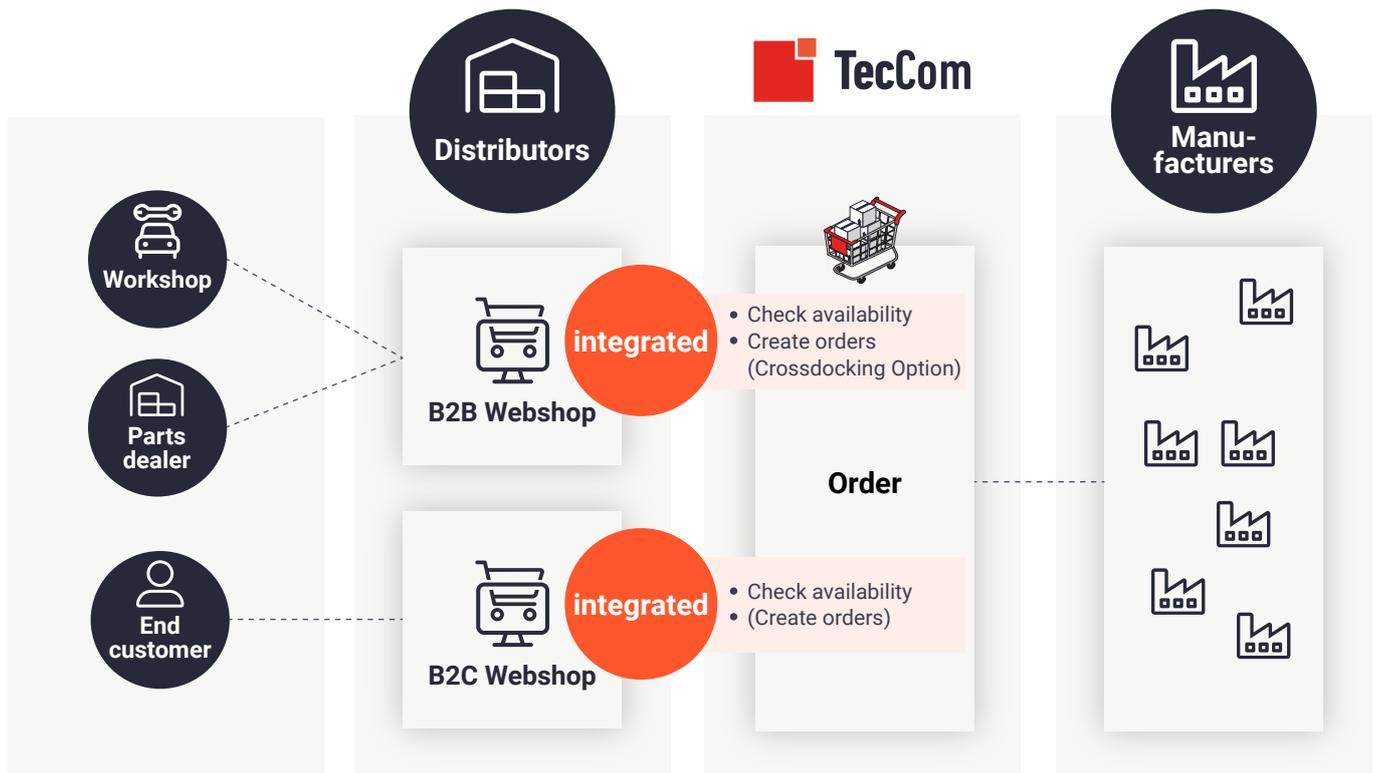


## How to become a Webshop Partner:

As Webshop Provider you will integrate the TecCom solution Order in your Webshop System(s) together with one dedicated TecCom technical consultant. Afterwards, a validation will be performed to secure our high qualitative and quantitative standard. Once the validation has been completed, you will get the Partner Status of TecCom Solution Integrator as well as the official logo of "TecCom inside - Certified Webshop" for the following 3 years. Every 3 years, a revalidation will be performed, to ensure that the integration maintains up-to-date.



## Main TecCom functions to be integrated





## Benefits of Partnership

- Interface to TecCom solutions validated and certified by TecAlliance every 3 years
- Economical advantage vs. your competitors
- Visibility on the market through a dedicated Partner logo (TCSI) as well as the specific "TecCom Inside - Certified Webshop" logo
- Tailored communication & top priority support
- Access to Partner Portal (knowledge base, marketing materials...)
- Revenue Share
- Support and Sales trainings
- Regular meetings to review status, open topics and business development
- Membership in the TecAlliance Partner Program and status recognition



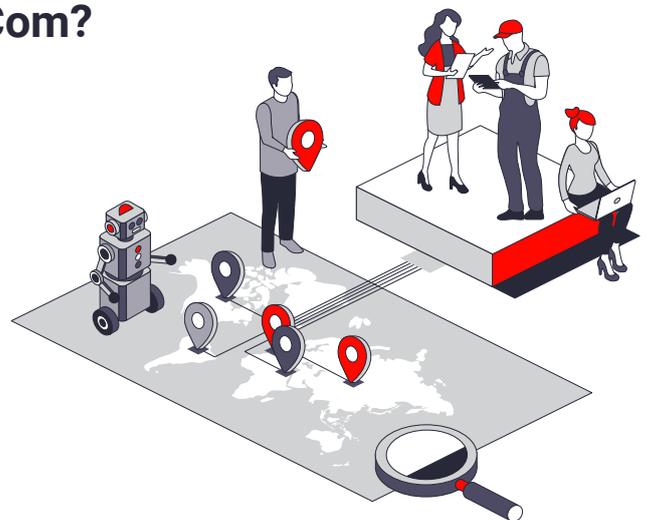
## Commitments for Partnership

- A complete, up-to-date and validated integration of TecCom Order with a revalidation every 3 years for additional engagement of 3 years
- Recognition over TecAlliance Intellectual Property
- Provide 1st level support to customers
- Staff (Sales, Support, Product Development) trained
- Acquisition of a defined minimum amount of customers per year to secure business growth
- Yearly Partner Fee

## Why should your customers join TecCom?

When you become part of the TecCom partnership, your customers gain access to a **wide network** of system integrated parts distributors and parts manufacturer from **140+ countries** with one solution.

We offer you an **all-in-one system**: easy integration within your existing webshop system, TecCom Order functionalities in the familiar environment, maximum adaptability to other processes, more flexibility and handling of all processes in one interface without manual work.



## TecCom Customer Benefits



### Saves time

- Direct and fast access to data
- Automated processes of availability check and order creation
- Real time communication



### Increases business

- Displaying of delivery date to customer even if parts are not directly available in own stock
- Possibility to expand the product portfolio



### Transparent

- Transparent process
- All relevant information included in one process



### Saves money

- Reducing process and logistic costs
- Direct delivery to end customer possible through crossdocking



### Global

- Connect all suppliers & distributors in a single platform that's equipped for global networking
- More than 15 languages supported



### Makes happy

- By making the daily work easy and efficient
- Satisfied customers through fast reaction

## What to do next?

1. Register here: [Partner Registration Form](#) and select the solution TecCom as well as other TecAlliance solutions you might be interested in.
2. Then you will be contacted by our central TecAlliance Partner Management Team. After signing our NDA, they will introduce the TecAlliance Partner Program to you.
3. If you have indicated that you are interested to become a certified TecCom Solution Integrator, the TecCom Partner Management will get in contact with you to explain the details and answer all your questions.
4. In case you have further questions about our TecCom partnership concept, please contact in addition:

▶ **Christina Meier**

Sales Manager - TecCom Partner Management

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