

Partnering with Unit4

We're Here 4U

UNIT4



A Better Experience, Together

At Unit4 we take a strategic approach to partnerships. Each member of our extensive partner network has been carefully selected as specialists in their respective markets, to help add real value for all our customers — regardless of your size or industry.



Why Partner with Unit4

Longevity

Stability

Reach

Potential

Innovation

“Unit4 is focused on empowering its partners to drive transformation for customers and we are honored to be part of the Unit4 Partner Ecosystem. We are already embracing some of the latest innovations such as the extension toolkit and looking at differentiating apps we can build as a valuable add on for the customers we serve. Together we can deliver more innovation and more value to our customers.”

Emma O'Brien, CEO of Embridge Consulting

Partnership Goals




Our Partnership Commitment driven by Unit4 Values




PEOPLE FIRST

People First,
everything else will follow




CHOOSE CURIOSITY

Choose Curiosity,
embrace challenges



MAKE AN IMPACT

Make an Impact,
be proud



BE GENUINE

Be Genuine,
be true to yourself

- Value our partners
- Team players
- Passionate
- Aligned
- Invested



Unit4 Global Partner Ecosystem



Go-To-Market (GTM) Partners

GTM Partners are an extension of our organization and are responsible for selling, implementing and supporting Unit4 solutions.



Product & Innovation Partners

Product & Innovation Partners optimize the functionality and performance of Unit4 solutions through software extensions and integrations.

Services Partners

Services Partners are extensively trained on Unit4 solutions to enable fast implementation, integration solutions, and support services.



Partner Program Overview

Three Levels Supporting Partner Success



Select level partners are new to the Unit4 partner ecosystem but are committed to developing and supporting a long-term relationship. They are actively working alongside Unit4 to build a sustainable business but have yet to achieve measurable activity or certification.



Premier level partners have demonstrated a high-level of skill and market success. They actively collaborate with Unit4 to deliver significant customer value through innovative solutions and are committed to maintaining a prosperous business relationship with Unit4.



Elite level partners have achieved the highest level within the Unit4 partner program. This level is awarded to partners that have consistently demonstrated the ability to meet the highest level of success with Unit4 and our joint customers.



Let's talk about what
People Experience
means 4U

