



QueBIT<sup>®</sup>  
Analyze. Plan. Achieve.

# Partner Program Guide

April 2021



## Why QueBIT?



QueBIT cares passionately about helping good companies become great.



For 20 years we've been developing services, solutions, software and forging partnerships with vendors and business partners.



We put customers first and measure ourselves on customer experience and satisfaction.



We believe in working together!

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# Partner Program Benefits

QueBIT believes we are *better together* and to stand behind that statement we provide our partners with lucrative margins, direct access to product management and dedicated support for demonstrations and trials. Our focus is on customer success and QueBIT's products were designed and built to accelerate customer value in the field of xP&A - Cross Functional Planning & Analysis.

## Program Benefits

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- Competitive advantage and ability to solve mandatory business requirements
- Authorized reseller of QueBIT products
- Build renewal annuity while providing implementation services
- Discounted pricing for partner margin
- Pre-authorized discounting discretion shared by QueBIT

## Marketing Benefits

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- Demo and trial license keys
- Demo support and training
- Marketing brochures & videos
- Webinar and event support
- Direct access to product management

CONTACT ANDY WEISS - [aweiss@quebit.com](mailto:aweiss@quebit.com) TO DISCUSS PARTNERSHIP OPPORTUNITIES

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# Partner Program Offerings

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## ReportWORQ

Enterprise Report Distribution for IBM Planning Analytics and Workday Adaptive Planning, Microsoft SQL Server and Excel Linked Files

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## ControlWORQ

Financial Consolidations, Journal Entries and Intercompany Eliminations for IBM Planning Analytics

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## eQuipt SDK Development

IBM Planning Analytics & Workday Adaptive Planning SDK based offerings primarily focused on Data Integration, Metadata Automation and Business Process Workflows and Automations

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# Becoming a QueBIT Partner

## Engage

The process begins with a meet & greet presentation where QueBIT will provide an overview of the program terms, offerings and the value of the QueBIT products in the marketplace.

## Sign

The partner agreement is a short binding document that authorizes partners to resell QueBIT products along with a price list, partner margins and pre-authorization for discretionary discounting.

## Enable

Demo support, marketing support, webinar co-hosting and training is provided by QueBIT Product Management. There is no need to become an expert in the software to get started.

## Earn

QueBIT assists with the sales order process and will automatically send renewals 90 days before licenses expire. This allows partners to easily issue renewal quotes to customers with no additional management of the licensing process.

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# ReportWORQ

ReportWORQ enables you to schedule and distribute professional reports to unlicensed users across your organization. With writeback support, input forms can be sent to offline users and then be collected for upload to the system. At the end of the quarter save several days with ReportWORQ by creating and refreshing Board Book presentations at the push of a button.

## Features

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- Schedule and Burst Reports or Input Forms to Unlicensed Recipients
- Automate PowerPoint Board Book Presentations
- Integrates directly with: Email, SharePoint, Slack, Teams & Google Sheets
- Native Support for Reports built using IBM Planning Analytics PAFE and Workday Adaptive Planning OfficeConnect

## Pricing

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### ReportWORQ License

- Billed as an annual subscription
- Pre-authorized discounting discretion
- One prices for unlimited use
  - No per recipient or report charges.

# ReportWORQ

## Product Resources

- ReportWORQ PDF Brochure & PowerPoint Slides
- 30 day fully functional trial available for prospects.
- Links
  - Home page - <http://quebit.com/rw>
    - Download trial at bottom of ReportWORQ home page
  - Documentation - <https://software.quebit.com/quelock/rwhelp>
  - Blog - <https://blog.quebit.com/blog/quebit-blog-rpa-for-reporting-contribution-and-now-board-presentations>
- Videos
  - Overview (8 minutes) - <https://fast.wistia.net/embed/iframe/10486fcdk9>
  - Writeback (2 minutes) - <https://youtu.be/MrKnIFcAlsg>
  - PowerPoint (3 minutes) - <https://youtu.be/RLyqyS9143Y>

# ControlWORQ

With ControlWORQ you can bring Financial Reporting, Consolidations and Intercompany Eliminations to IBM Planning Analytics. ControlWORQ provides a workflow for creating, approving and posting Journal Entries to Planning Analytics while maintaining the Journal details outside of the planning system.

## Features

- Controlled, Balanced and Authorized Journal Entries with Auditing
- Automated Recurring and Reversing of Journals
- Reconciliation Reporting of Intercompany Balances
- Bulk Approval and Posting of Journal Entries
- Secure Web based and Excel Interfaces

## Pricing

### ControlWORQ License

- Billed as an annual subscription
- Pre-authorized discounting discretion
- One prices for unlimited use
  - No per recipient or report charges.

Includes a server license with unlimited Excel and Web Users



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# Thank You!

We look forward to working together.

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TO DISCUSS PARTNERSHIP OPPORTUNITIES