

DEVELOP

Dynamic balance

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DEVELOP Partner Programme Solutions Certification

Many everyday office jobs – printing, copying, scanning or managing documents – are routine tasks. But they often take up lots of time and effort. Time that could be better spent doing other things. The best way of saving time in document production and management is to automate work processes. The DEVELOP Partner Programme Solutions Certification offers an approach to acquiring skills in this field that is especially tailored to Partners.



What does this mean to our Partners and their customers?

When working with professional software applications it is important to know that understanding one area of software does not automatically mean a Partner will fully understand all the other areas. So we focus on providing our Partners with professional software applications' skills in the following categories: *(The ones listed below are only examples, so please select the appropriate ones here)*

- > Document Management
- > System Individualisation
- > Mobile Solutions
- > Print Job Management
- > System Administration
- > User Authentication
- > Accounting

> DOCUMENT MANAGEMENT

The paper-less office was supposed to have become reality years ago. It has never arrived. Most businesses still have to deal with mountains of paper-based documents. And if document workflows are not only paper-based but also inefficient, the outcome is a lot of wasted time and effort – with a negative impact on productivity. Efficient document management, in contrast, will give your business a key competitive advantage. DEVELOP Solutions Partners understand how digitising paper documents and then automating and efficiently managing your document workflow can boost office productivity.

> SYSTEM INDIVIDUALISATION

Tailoring office devices to specific user needs or corporate requirements is good for business because it speeds up everyday work procedures and streamlines document workflows. That's why DEVELOP Certified Solutions Partners offer a number of options for individualising the operating panels and systems of ineo devices.

> MOBILE SOLUTIONS

In the office environment there is a clear trend towards mobile workplaces. Office workers are then free to move around with their tablet or smartphone – for meetings, brainstorming get-togethers or other creative sessions. But unfortunately, mobile office workers frequently experience connectivity issues when they want to print from their mobile device or a cloud environment. However, this need not be a problem with ineo office devices because DEVELOP Solutions Partners can offer a number of software tools for optimising print job management, benefiting from smart document management or printing from a cloud environment.

> PRINT JOB MANAGEMENT

Office devices have undoubtedly become more complex, featuring ever more sophisticated multifunctionality. But such office devices need not be more complicated to operate. If the office device is an ineo from DEVELOP, ease of use is a given feature. But what about print job management? Isn't that an increasingly difficult-to-manage business? To ensure that is not the case, DEVELOP Certified Solutions Partners offer a wide range of tools to facilitate print job and colour management. What they all have in common is ease of use, great flexibility and help in making office life run more smoothly.

> SYSTEM ADMINISTRATION

Convenient and efficient administration of output devices in a networked office environment is increasingly business-critical. Yet many small to mid-sized companies cannot afford to employ a full-time IT administrator. That is why DEVELOP Certified Solutions Partners offer a number of software tools to allow you to easily manage ineo devices, control costs, keep data secure and benefit from the remote service and support DEVELOP provides.

> USER AUTHENTICATION

Colour printers have brought many benefits to businesses, e.g. more attractive documents and enhanced readability. At the same time, many internal office documents really only need to be printed in black and white. But how can you control your colour printing output and avoid unnecessary expense? DEVELOP Certified Solutions Partners offer software tools that define user access and user accounts and help you control who prints what and where. And by controlling user access rights, you can also prevent documents from falling into the wrong hands through unauthorised access to office devices.

> ACCOUNTING

Keeping printing costs under strict control is essential for any company's competitiveness. Yet printing costs can easily escalate if no restrictions are in place. That is why DEVELOP Certified Partners offer software tools to help you keep your printing costs under control – conveniently, at all times, and for all users.





How we can help you build your customers' business

Since ensuring an excellent customer experience is of utmost importance to us, we offer a certification path that helps you build up your solutions skills and offerings. Our certification path gives you the opportunity to develop your staff to ensure customer satisfaction. After gaining the certification you can brand yourself as Certified Solutions Partner, advertise this to customers and enjoy further benefits that come with it.

Certification requirements

To ensure our Partners offer their customers the same high service standards they would expect from DEVELOP directly, we require a range of training measures to be completed and a number of business processes to be in place.

(Please complete with your requirements)

Commercial training

Training is an integral part of the DEVELOP Solutions Certification. To ensure that Partner Sales staff have a deep understanding of the relevant subject matter we offer a number of courses to increase their skills' levels. In order to obtain this Certification at least **XX** sales people per Partner have to be fully trained as detailed below.

(Please complete with your individual content)

Technical support / training

Implementing any solution at a customer site requires very detailed technical understanding. Recognising individual requirements and limitations within a customer's site or technology are vital for the success of any professional software solution. To ensure this quality we require a technical analyst to undergo the following training measures:

(Please complete with your individual content)

Marketing support

Promoting your activities can make all the difference when working with your customers. DEVELOP offer a range of marketing tools to support you, ranging from online marketing support, event support, special leaflets to brochures.

(Please complete with your individual content)

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