SalamanderSoft
Transforming Learning Group

SalamanderSoft Partner Programme

Experts in bespoke user management services
Your partner for on-boarding and provisioning schools

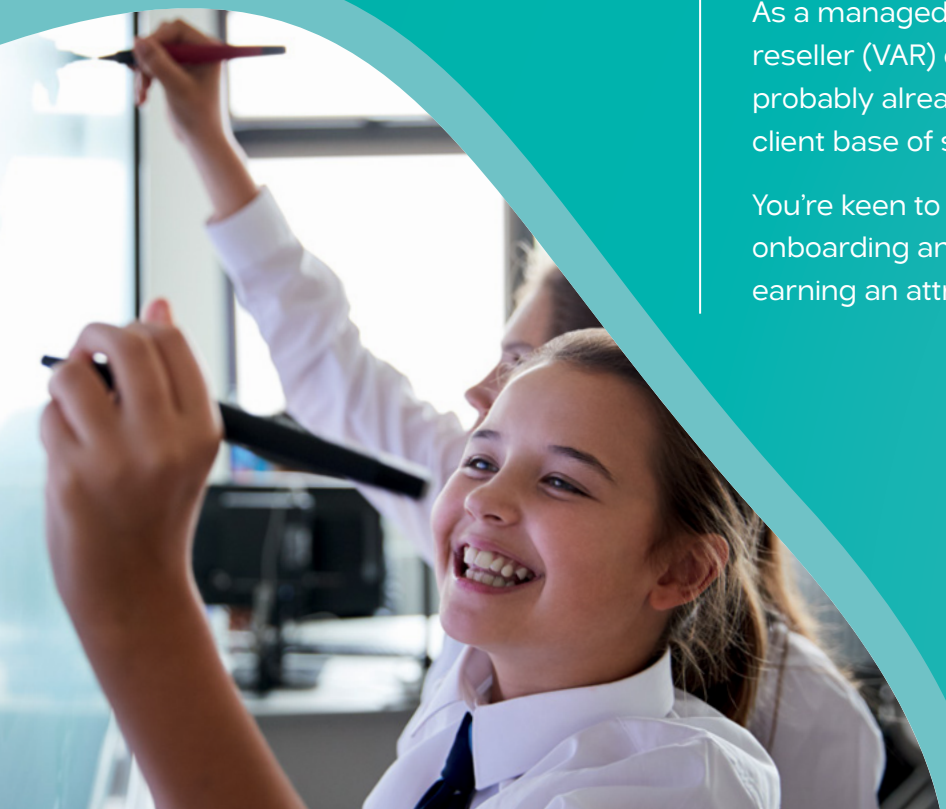
ABOUT YOU

The education market is important to you. You care about the difference your products and services make to the life chances of children, and the impact of those who have made it their vocation to improve learning provision.

Whilst you may be servicing other vertical markets, it's likely that education – and schools – are your principal focus.

As a managed service provider (MSP), value added reseller (VAR) or IT support provider (ITSP) you are probably already focused on servicing an existing client base of schools and MATs.

You're keen to save time and eradicate the hassle of onboarding and provisioning – at the same time as earning an attractive reseller margin.



PARTNER PROGRAMME SalamanderSoft

WORKING TOGETHER

Our cloud-based partner solution will help you support your customers' schools, or groups of schools, to manage the provisioning and lifecycle of their accounts, groups, permissions and more from their MIS.

This will ensure teachers and students have quick and easy access to the power of Google Workspace, Microsoft 365, Apple School Manager & JAMF (Apple Management Framework).

Supported MIS

SIMS
pupilasset
IRIS | Ed:gen
Arbor
ScholarPack
Bromcom
schoolpod
isams By IRIS

Salamander for Partners

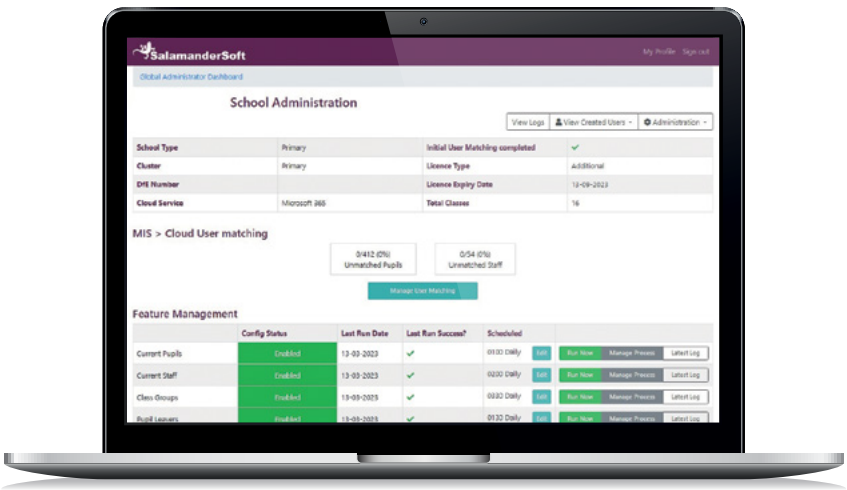
Hosted in Azure

Quick & easy access

Google Workspace
School
Microsoft 365
jamf
Active Directory
Clever GO

Salamander for Partners is hosted in Azure for maximum security and flexibility.

As a SalamanderSoft partner, you'll be able to manage your customers' provisioning from a single portal – giving you centralized management, and total control, over your deployments.



PARTNER WITH US

Save time
Improve your offering
Earn more margin

By partnering with SalamanderSoft you'll get access to our industry leading technology, enabling you to provide an improved service to your clients.

The SalamanderSoft partner accreditation will support your brand and ensure your customer benefits from accurate information where they need it - safe in the knowledge that their data is protected.

What's more, you'll be able to tap into our technical expertise as well as benefit from enhanced business networking and marketing opportunities.

But above all, your team will save hours of wasted time via our efficient user provisioning - all the while earning a new revenue stream to directly improve your bottom line.

PARTNER TIERS AND BENEFITS

You will be accredited on the SalamanderSoft Partner Programme based on the number of schools you are provisioning on the Partner Product, this will determine the pricing you have access to for this product, and ensure you of improved benefits as you grow:

No. of schools	**1 - 10**	**11 - 50**	**51 +**
Pricing	Discounted	Preferential	Ultimate
Use of partner logo	Yes	Yes	Yes
Sales resources	Yes	Yes	Yes
Portal access	Yes	Yes	Yes
Access to additional feature set	Yes	Yes	Yes
Training	Basic	In-depth	Comprehensive
Partner listing	Yes	Yes	Yes
Technical advice	Yes	Yes	Yes
Account manager	No	Nominated	Dedicated
Sales support	No	Yes	Yes
School Login	No	Yes	Yes
Joint meetings	No	No	Yes
Co-marketing	No	On application	Yes
Personalised portal	No	Yes	Yes

ABOUT SALAMANDERSOFT

Manual methods for systems integration are complex, time consuming and costly.

Since 2007, SalamanderSoft has built a thriving business providing fully bespoke integrations to schools and colleges.

We integrate school data systems with automated user and group management to ensure teachers and students always have access to the tools they need to work seamlessly online.

We offer full lifecycle management of users, meaning that new starters and leavers are dealt with in line with data protection and safeguarding requirements.

We now also support selected partners to save time on user provisioning and enhance their offer – whilst earning a healthy revenue stream.

OVER
4,000
SCHOOLS SUPPORTED

46 COUNTRIES
WORLDWIDE

OVER
28 MILLION
ACCOUNTS MANAGED

SalamanderSoft
Transforming Learning Group

Want to know more?

Discuss your needs in more detail with our Partner team.

Visit our website

Email us

Book a call Now

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