# Why Partner with Spinnaker Support

Most large organizations have a plan to migrate major applications to the cloud and perform digital transformation across their IT estate. However, lack of available funding is slowing this process down. Support and maintenance of enterprise software account for more than 50% of IT budgets. Rather than pay Oracle and/or SAP for support, you can take control of your investment and free up budget to transform your IT environment. Third-Party Software Support, from Spinnaker Support, improves support response times, increases security, and reduces cost.

## SPINNAKER SUPPORT SERVICES

Spinnaker Support offers the entire range of Oracle and SAP software services—a single source of expertise you can rely on, whether that's for immediate ticket-based support or emergency assistance. In addition, Spinnaker Support's year-round managed services keep your systems optimized.

## INDUSTRY RECORD

Spinnaker Support has a wide variety of customers across the globe. In Europe it supports four out of the six biggest UK retail banks, Tier one Telecommunications companies, and some of the largest retailers and manufacturers. Spinnaker has also earned the industry's highest star ratings in Gartner's Peer Insights—voted by its customers.

## CUSTOMER EXPERIENCE

Spinnaker Support has delivered Oracle and SAP support to over 1,200 customers worldwide. It understands precisely what practices and processes must be adhered to and with respect to the Software author's IP rights. It guarantees to provide better, more responsive, and more secure support than Oracle. Spinnaker Support is independent so it can offer support typically at less than half the cost of the author. Its staff have 18+ years of experience with Oracle or SAP, and in most cases more than 20. Productivity will not suffer, and IT management will be free to decide what software to deploy and when. IT staff will approve of the change to Spinnaker Support when they see the service improvement and budget can be redeployed to grow the business.

## THE PARTNER PROGRAM

As we look to the future, partners are an integral part of Spinnaker Support's ecosphere. Spinnaker Support Partner Program looks to create synergies that are mutually beneficial and ultimately provide a better experience for our customers.

## SALES/REFERRAL PARTNER PROGRAM

A sales or lead referral partnership for SAP and Oracle enterprise applications, middleware, and databases provides three levels of value to Spinnaker Support partners:

**1** **Earn Additional Income**: Spinnaker Support pays partners a referral fee upon closing the business.

**2** **Savings to Reinvest**: Spinnaker Support's unique enterprise support model provides significant savings to the customer. These savings can be reinvested in your products and services without a change in their budget.

**3** **Elevate Your Status**: Achieving "*trusted advisor*" status with customers is not easy. Recommending strategic independent business solutions is often the shortest path to establishing this status.

## BENEFITS FOR PARTNERS

As a member of the Spinnaker Support Partner Program, you will submit to Spinnaker Support any leads you come across. By submitting leads, you will:

- Enable engagement with Spinnaker Support sales and marketing teams.
- Benefit from financial rewards.

If you are interested in joining the Partner Program, please fill out the form or email **partners@spinnakersupport.com.**

SPINNAKER SUPPORT