

Qube Channel Opportunities

At Qube, we realize that there are many different types of resellers who wish to represent our products. Because of this, we have created a multi-tiered program which offers the appropriate level of involvement for each of four different types of Partners.

Each Partner level has distinct qualifications and benefits, with long-term opportunities to move up in the channel and increase revenues.

LEAD GENERATOR

The Lead Generator program is set up as a reward system for those who wish to provide Qube with opportunities, but do not wish to be involved in the sales process. By registering a lead with Qube, the lead generator becomes eligible for a 10% commission on software sales should the prospect purchase Qube.



SELLING PARTNER

Selling Partners provide leads for Qube and work those leads, in conjunction with Qube, to complete the sale of Qube products and services. Most Partners enter the Qube Channel at this level and are compensated based on sales volume, with bonus compensation available through attendance at Qube Partner Training.

Individuals or organizations wishing to sign on as a Qube Selling Partner must be able to show an ability to sell enterprise software to customers in Qube's target market. A minimum of two customer references from the previous 6 months must be provided.



CONSULTING PARTNER

Partners who have a focus on selling successful manufacturing programs to middle-market customers have the opportunity to become a Qube Consulting Partner.

Partners who reach this level manage the sales process and implementation project at their customer sites. Consulting Partners are responsible for coordinating the installation, implementation and training of each customer's personnel. This includes scheduling Qube Implementation Specialists to perform the required services.

Those wishing to become Consulting Partners must provide Qube with evidence of success in sales and project management of ERP/MRP II implementations, along with references for manufacturing consulting.

Consulting Partners will be compensated based on software sales and services sales.



IMPLEMENTATION SPECIALIST

As an Implementation Specialist, a Partner has the opportunity to perform installation and implementation as a Qube representative throughout the US and the world.

Implementation Specialists must complete the entire Qube curriculum (or prove proficiency) and attend a minimum of 2 product installations. Upon completion of these requirements, Implementation Specialists become eligible for assignment to perform Qube-authorized consulting services on a per diem basis.

Compensation for sales of software and services is equivalent to the Consulting Partner level.