

Intuit®
Solution Provider

Introducing the

Intuit Solution Provider Program



Be part of a game changing team that is revolutionizing the mid-market.

Intuit, the recognized leader in business and financial management solutions, is revolutionizing the marketplace by offering an unmatched Solution Provider Program for firms serving mid-market customers. The Intuit Solution Provider Program enables firms to better serve their clients and build their business through the sales, implementation and service of integrated solutions that include Intuit products.

With a focus on customer satisfaction, Intuit gives customers the choice to work direct or with local experts. This hybrid model works because Intuit's program uniquely provides leads and offers lead protection, plus industry-leading products and brand recognition, a compensation program that rewards for customer acquisition and satisfaction, and a close partnership based on mutual success.

We Want You

We're seeking a limited number of high quality firms who:

- ✓ Aspire to build their business through the sales, implementation and service of end-to-end business management solutions for mid-market customers
- ✓ Have a primary business model based upon marketing, selling, implementing and supporting integrated solutions
- ✓ Are experienced in business management software, systems integration, security, accounting, and hardware and software implementation

Program Highlights

- ✓ Opportunities to sell a suite of Intuit and integrated 3rd party products and services that meet the needs of mid-market customers
- ✓ Compensation programs that reward for performance, customer sales and satisfaction
- ✓ Recurring revenue streams from service products
- ✓ Direct support from Intuit including marketing, sales, technical support and leads
- ✓ Limited enrollment based on geographic coverage and quality of services

Why Your Firm Should Join

- ✓ Increase revenue and profits, with competitive margins and opportunities for recurring revenue streams
- ✓ Better serve your mid-market clients
- ✓ Expand and grow your business
- ✓ Represent award-winning products and services from Intuit
- ✓ Provide a competitive advantage in the marketplace

Want More Information?

Please contact the Intuit Solution Provider Team at (877) 300-7370 or visit our website at www.qbes.com/solutionprovider

"Adding Intuit's QuickBooks Enterprise Solutions to the Software Link line card was an easy decision. Recent product enhancements including advanced user permissions, a SQL back-end, multi-warehouse inventory management and EDI demonstrate Intuit's commitment to serving larger, growing businesses. And best of all, I can offer all this to my clients at a fraction of the cost of other systems...I said, 'sign me up!'"

Stan Kania, Software Link

"We really see explosive growth in the QuickBooks Enterprise Solutions realm in the next two to three years."

Andrew Abrams,
Technology In A Box

"We were looking for a software solution that meets the needs of lower mid-market companies. Intuit's QuickBooks Enterprise Solutions fills this size gap left by our other ERP solutions. With QuickBooks Enterprise Solutions we found a product that has name recognition, is easy to learn and use, and is powerful enough to meet our clients' needs."

Keith Sherwin,
Accounting Software Solutions

 **Intuit**
Solution Provider

Program Benefits

As an Intuit Solution Provider, you'll receive the following exclusive benefits:

Authorized Reseller Programs	<ul style="list-style-type: none"> ✓ QuickBooks Enterprise Solutions ✓ QuickBooks Merchant Services ✓ Intuit QuickBase ✓ TrueCommerce EDI ✓ Velocity Inventory 	<p style="text-align: center;">Annual Revenue Projections*</p> <table border="1"> <thead> <tr> <th>Performance</th> <th>High</th> <th>Moderate</th> <th>Low</th> </tr> </thead> <tbody> <tr> <td>Year 1</td> <td>\$865,008</td> <td>\$308,520</td> <td>\$59,400</td> </tr> <tr> <td>Year 2</td> <td>\$885,456</td> <td>\$315,174</td> <td>\$59,400</td> </tr> <tr> <td>Year 3</td> <td>\$905,904</td> <td>\$324,534</td> <td>\$59,400</td> </tr> </tbody> </table>	Performance	High	Moderate	Low	Year 1	\$865,008	\$308,520	\$59,400	Year 2	\$885,456	\$315,174	\$59,400	Year 3	\$905,904	\$324,534	\$59,400
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Not-for-Resale Software & Services	<p>Intuit business management software and services:</p> <ul style="list-style-type: none"> ✓ 1 10-user QuickBooks Enterprise Solutions ✓ 1 QuickBooks Enterprise Solutions: Accountant Edition ✓ 1 QuickBase Developer Plan subscription** ✓ 1 QuickBooks Merchant Services (one-year subscription) ✓ 1 QuickBooks Enhanced Payroll for Accountants (one-year subscription) ✓ 1 QuickBooks: Premier Accountant Edition <p>Preferred Integrated Solutions:</p> <ul style="list-style-type: none"> ✓ TrueCommerce EDI ✓ Velocity Inventory <p>**The QuickBase Developer Plan includes a 5 user limit, 10 standard databases, 1 large database and 50 MB file attachment storage. The plan is to be used for development and testing purposes only.</p>																	
Marketing & Sales	<ul style="list-style-type: none"> ✓ Marketing and sales materials for use in Solution Provider's local markets ✓ Discretionary funds for pre-approved local marketing programs 																	
Customer Leads	<ul style="list-style-type: none"> ✓ Access to prospective customer leads from Intuit ✓ Access to database for managing all leads referred by Intuit and registered by Solution Provider ✓ Deal Registration Program, including lead protection for all Solution Provider generated leads 																	
Technical Support	<ul style="list-style-type: none"> ✓ Unlimited pre- and post-sales technical support on Intuit mid-market business solutions offering from a dedicated, U.S.-based team of specialized support agents 																	
Training & Certification	<ul style="list-style-type: none"> ✓ All educational and training resources required to certify up to two Solution Provider firm representatives annually 																	
Partner Portal Access	<ul style="list-style-type: none"> ✓ Unlimited access to a secure online resource site for Intuit Solution Providers including marketing, sales, education, technical support and communications tools and resources 																	
Intuit Directory	<ul style="list-style-type: none"> ✓ Listing in Intuit Solution Provider online directory 																	
Solution Provider Conference	<ul style="list-style-type: none"> ✓ Free registration at Solution Provider Conferences for up to two Solution Provider employees, with additional volume discounts available 																	

*Annual revenue projections are not a guarantee of actual revenue. Results may vary.

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