



# Xerox DocuShare Partner Network

## Dedicated to Your Success

### Strong Partnerships, Superior Solutions

A successful partner program includes the right technology and the right team. The Xerox DocuShare Partner Network delivers both: best-of-breed enterprise content management technology and a solid partner program to support you every step of the way. Let us help you extend your technology offerings and value-added services by integrating a trusted solution that industry analysts recognize as best-in-class. Our Partner Network provides the tools and training necessary to help assist you in developing a superior solution, enabling you to grow your bottom line, improve profitability, and penetrate the vertical markets you already know.

### Join the Xerox DocuShare Team

Xerox DocuShare offers Global System Integrators (GSIs), Value-Added Resellers (VARs), Independent Software Vendors (ISVs), and Technology Partners the document and content-centric management capabilities your customers need to thrive in today's economy. Xerox DocuShare and Xerox DocuShare CPX make this possible because they are:

- **A proven solution.** Offer the most affordable, easy-to-use and easy-to-deploy cross-platform document management platform available.
- **Customizable.** Easily integrate DocuShare into your customers' existing business models, processes, and applications.
- **Extensible.** Integrate your add-on solutions and services easily through the Xerox DocuShare Enterprise Content Platform.
- **Scalable.** Retain customers as their needs grow.

DocuShare also offers a rapid time to market, so you can get your customers up and running quickly, improving customer satisfaction and increasing their ROI as well as yours.

“Partnering with DocuShare gives us best-of-breed functionality, extending our solutions, and differentiating us in the eyes of our customers.”

—Bryan Reynolds, CEO, Sitrof Technologies, Inc.



## **Xerox DocuShare Partner Network: All the Right Players**

Whether you're a GSI, VAR, ISV, or Technology Partner, the Xerox DocuShare Partner Network can offer its partners the history, proven technology, and document expertise that stand behind the Xerox brand. We've designed the program to suit your particular needs and the way you conduct your business.

- Global System Integrators provide consulting services to design, implement and integrate DocuShare solutions, optimize business processes, and provide strategic business consulting.
- Value-Added Resellers deliver complete turnkey software solutions that extend and add value to DocuShare products. These solutions can include software, project management, consulting services, and software integration.
- Independent Software Vendors offer software components and applications that extend, enhance, or complement DocuShare.
- Technology Partners supply DocuShare with their technology and infrastructure, which includes hardware, storage, printers, databases, software, etc.

## **Rich Resources at Your Fingertips**

As a Xerox DocuShare partner, you have a wealth of resources at your disposal, all designed to help you grow your bottom-line, improve profitability and increase market share.

- DocuShare Partner Development Kit – This kit assembles the key software and services required to get you up and running immediately: Developer Server, unlimited access to our comprehensive support via the DocuShare Development Network Website, email support, and developer training.
- Marketing and Sales – Once your solution is developed, we assist you in reaching your customers through marketing support, including branding, listing in the DocuShare Partners Catalog, events, and a product marketing kit for collateral. Sales support includes lead sharing and joint sales calls.
- Support – The DocuShare Development Network offers comprehensive Web site support, including FAQs, tutorials, webinars, customer forums, and code samples.

## **Team with Xerox DocuShare Today!**

DocuShare is perhaps the most value-rich, cross-platform, Enterprise Content Management system available, at a very competitive price. Try our FREE download today or call **1-800-735-7749** for more information.

For more information on becoming a Xerox DocuShare partner, call John Gonzalez at (650) 813-7708, or email [john.gonzalez2@xerox.com](mailto:john.gonzalez2@xerox.com). For more information on DocuShare, visit <http://docushare.xerox.com>.