



# Tipalti Alliance Partner Program Global Payables—Handled

The **Tipalti Alliance Partner Program** offers significant growth opportunities for Microsoft solution providers, business/technology advisory firms, and software/technology consulting partners.

- **Refer:** Introduce the Tipalti solution to your clients to enhance your offering with a complementary solution.
- **Re-sell:** Offer Tipalti solution to your customers to create opportunities to help clients build holistic, innovative technology stacks.
- **Embed/Integrate:** Bring Tipalti into your application to help with payout functionality via embedded i-Frame or API integration to create business transforming FinOps processes.

## Introducing Automated Global Payables

When you join the Tipalti Alliance Program, you'll experience the power of global payables automation—our industry-leading engagement program. With our program, partners can quickly and easily gain the knowledge and expertise needed to improve customer operations, differentiate their practice, and grow their business.



## The Leading Payables Solution to Integrate with Microsoft ERP

### ERP Integrations:



Microsoft Dynamics 365  
Business Central



- And More Microsoft ERP Products

## What are the key benefits of being a Tipalti Alliance Partner?

### Grow Your Client List

- Enable mutual customers to automate business management processes, reduce manual AP cost & maintenance, improve decision making with better payables visibility, and free-up resources for more strategic projects.
- Collaborate with our team on co-marketing events, press release opportunities, and more to elevate your brand with Tipalti's marketing engine.
- Help your clients level up their operations, which allows for more focus on upmarket deals that may have been previously out of reach.

### Grow Revenues

- Opportunity to cross-sell your products and services while scaling your core business to help customers select and continuously optimize.

### Cloud First, Always

- Help clients achieve digital transformation through payables automation.
- Open API allows you to integrate your current processes with our solution for global payables.

### Dedication to our Partners

- Certified partner network allows program members to build better relationships with their clients.
- Better business planning collaboration, improved go-to-market strategies, etc.

## The Winning Formula for a Long-Term Partnership

### Client Success

- Gain happy, loyal customers that have successfully eliminated most of the friction associated with accounts payable and supplier payment processes—enabling them to do more with less while building their business.

### Mission-Critical Payables

- Tipalti offers various ways to partner—through direct integration, business alignment, consulting, and more. We're ready to build a growing, disruptive ecosystem together to optimize the finance operations space.

### Partnership Built to Last

- Partner with a solution that's relied upon by leading, world-class organizations of various sizes and soon-to-be unicorns.

### Greenfield Opportunity

- Start building out your Tipalti expertise now; our payables solution is quickly becoming the industry benchmark. Partners who adopt Tipalti's technology early will see extraordinary long-term benefits.

## Best Practices to Thrive

Focus on the following areas to maximize success for your networks:

### Vertical/Industry Specialization

- Specialize in particular vertical markets. Leverage your expertise and product knowledge in specific industries to deliver valuable solutions and services.

### Repeatable Solutions and Services

- Grow your revenues with offerings that extend your services, or a client's Tipalti environment, with additional automation and built-in capabilities.

### Focused Go-to-Market Strategy

- Create a focused action plan or sales strategy that aligns with your industry/vertical expertise. Your go-to-market strategy should align with your Alliance Partners approach—connecting you with the right member of the Tipalti team for co-sell opportunities.