



S-DRIVE TURBO PROGRAM

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S-DRIVE TURBO PROGRAM OVERVIEW

We developed S-Drive Turbo Program to help you grow your business through a closer relationship with S-Drive. Our partners gain access to resources, tools, and information on all S-Drive products, so, together, we can provide your customers with solutions to transform their business.

Join S-Drive's Turbo Program program so you can boost your business and offer more powerful solutions to customers:

- **Elevate the conversation** – become a trusted advisor to customers by showing your understanding of sales processes and business outcomes. S-Drive's applications help solve mission-critical business challenges.
- **Increase revenue** – by adding AppExchange ISV applications into a customer Salesforce environment, you unlock the opportunity to gain a minimum of 5% of the revenue that will be paid every month.
- **Technical Expertise** – by demonstrating technical expertise in S-Drive products through S-Drive's certification process, you can show your customers and prospects your competitive advantage.
- **Insure your customers' success** – referring S-Drive solutions reduce your risk. S-Drive is an established brand with a 5 star customer success team and reputation in the Salesforce ecosystem.

Who Are We?

CyanGate designs, delivers, and supports award-winning Digital Asset Management (DAM) Solutions. CyanGate specializes in DAM system architecture design, Enterprise DAM implementations, and integrations. We ensure our clients reduced operational cost, increased return on investment and improved productivity through our Digital Asset Management Solutions.

Besides Digital Asset Management, CyanGate provides Salesforce.com solutions to its customers including S-Drive and integrations between Salesforce.com and DAM/MAM solutions.

For over 10 years, CyanGate has been known for our document management product, S-Drive. S-Drive file management solution combines the managerial applications of Salesforce.com with Amazon's secure file storage services. S-Drive is the #1 freemium document management and file storage application on the Salesforce AppExchange and it consistently receives 5-star reviews.

Since 2010, we have made more than 30 releases and we have a development cycle where we make 4 major releases a year.

S-Drive is a native Salesforce app, Lightning ready and works perfectly on Salesforce mobile app.

Enterprise Grade:

S-Drive is an Enterprise-grade platform. Fortune 500 companies trust and rely on S-Drive for their data, file and document management needs. In addition to those customers, we have over 300 other customers across 25 countries.

HOW DOES THE S-DRIVE TURBO PROGRAM WORK?

S-Drive provides two levels to our partners: **Networker** and **Hero**. Partners that want to bring in leads and leverage the program to find leads for S-Drive, they will be called **Networker**. They are not required to be skilled at Salesforce but they know how to generate leads for document management on Salesforce. They set S-Drive for success and then sit back and relax until we complete the setup. These partners will be rewarded 10% of the customer revenue that they registered as a lead (of which we evaluate to make sure they are 'net new leads').



Partners that are savvy in Salesforce and already bringing Salesforce services to customers will be called **Hero**. They can register these leads but they will also be involved in setup, installation and configuration of S-Drive. At least one person in these partner organizations should be certified as S-Drive 'Document Management Expert'. It is a simple process for a salesforce expert. Please check [Document Management](#) section for details.



PROGRAM REWARDS AND BENEFITS

The program starts as of April 1st, 2018 and any leads referred or registered prior to that date will not be eligible for the program. A fully executed partner program is required for lead registration.

Once there is a fully executed partner contract in place on or after April 1st, 2018, **Networker** partners will be rewarded 10% of the customer revenue that they registered as a lead (of which we evaluate to make sure they are 'net new leads') for the first year. Starting date of the first year is calculated as the date customer pays for S-Drive services. First year will be calculated as 12 months and the last date of the first year will be the last date of the 12th month. Upon completion of the first year, **Networker** partners will be rewarded 5% of the customer revenue that they registered as a lead (of which we evaluate to make sure they are 'net new leads'). Rewards will be paid 30 days after the customer revenue is collected. If the customer stops using the service or does not complete the payment, Networker partners will not be compensated until the paid service is re-established with the customer.

Once there is a fully executed partner contract in place on or after April 1st, 2018, **Hero** partners will be rewarded 15% of the customer revenue that they registered as a lead (of which we evaluate to make sure they are 'net new leads') for the first year. Starting date of the first year is calculated as the date customer pays for S-Drive services. First year will be calculated as 12 months and the last date of the first year will be the last date of the 12th month. Upon completion of the first year, **Networker** partners will be rewarded 5% of the customer revenue that they registered as a lead (of which we evaluate to make sure they are 'net new leads'). Rewards will be paid 30 days after the customer revenue is collected. If the customer stops using the service or does not complete the payment, Networker partners will not be compensated until the paid service is re-established with the customer.

S-DRIVE TURBO PROGRAM PARTNER PORTAL

The S-Drive Partner Portal provides a repository of technical and sales enablement collateral, updated news and tools to grow your business.

The Portal provides visibility into interactions with our joint prospects and customers so together, we can create a seamless integration experience. Partners can register and track leads and align with S-Drive's sales organization.

BENEFITS OF USING THE PARTNER PORTAL

Sales

- **Deal Registration** – elevate your partner status with S-Drive, let us know how you want us to engage with prospects, and track deals through the entire sales process
- **Promotions and Incentives** – You and our customers/prospects can benefit from discount promotions, individual awards, and more.
- **Access 24/7** – Save time and be more efficient by having access to resources all day, every day.
- **S-Drive Expertise** – Access the most up-to-date collateral, like: sales playbooks, battlecards, use cases, and presentations.

Technical

- **Certifications** – Become certified on our products. You can learn about new certification that we will enable that will help you further differentiate your technical skill set in the market.
- **Education** – Join our technical partner-only webinars, access self-service training, and partner-specific collateral.

Marketing

- **Productivity** – Access marketing materials like logos, press release boilerplates and newsletter.
- **Events** – Stay up to date on S-Drive’s event schedule to learn how to engage with our team to drive more leads.

PARTNER PORTAL ACCESS

Visit <https://www.sdriveapp.com/partners>. If you aren’t a part of the S-Drive Turbo Program, click on “Join and Earn” button and submit your company’s information. S-Drive partner team will contact you to help with the partner agreement. If your company is already a registered partner with S-Drive, click on “Login”. Your credentials will be provisioned based on your work email address.

DOCUMENT MANAGEMENT EXPERT CERTIFICATION

The S-Drive team knows that our most successful partners are certified. We currently offer only one certification called ‘Document Management Expert’.

In order to achieve that and unlock the opportunity to earn 3 times more from the program, please follow steps below:

Step 1

[Sign Up for Amazon Services: AWS and S3](#)

Step 2

[Generating Amazon Access Key and Secret Key](#)

Step 3

[S-Drive Installation](#)

Step 4

[S-Drive Activation](#)

Why Get Certified?

- Demonstrate S-Drive expertise to employers and customers with a certification logo/badge and certificate.

- Take on more billable hours while adding more value to customers – come up with creative use cases, deploy more efficiently.
- Access to the exclusive certified community with opportunities to win challenges, share best practices, and more.
- Earn cool swag!

DEAL REGISTRATION

Guidelines

- Deal Registration is available in the S-Drive Partner Portal for all Partners who are Registered with the Partner Program.
- Deal Registrations will be reviewed by an S-Drive team member in less than 3 business days after the Registration has been completed. The Registering Partner will be notified via email whether the Registration has been Approved or Denied.
- Before Registering the Deal, the Partner should have made a significant pre-sales effort to qualify the opportunity, understand who the key decision makers are, and help the customer with any initial project scoping
- Deal Registrations will only be denied if there is a legitimate business reason (i.e. if Budget, Authority, Need or Timeline <BANT> is clearly qualified for the lead, incomplete Registration information, fake Registration information, etc.)
- Accepted Registrations will remain valid for 90 days and can be extended if approved by a member of the S-Drive Partner team. Open Deal Registration will be automatically closed after the 90-day period.
- The customer on the Registered Deal must have a preexisting relationship with the Registering Partner or requested to work with the Registering Partner on the Registered Deal. If S-Drive receives contradicting information from the customer, the registration will be voided.

Resources

S-Drive Main Website – <https://www.sdriveapp.com>
S-Drive Partner Portal – <https://www.sdriveapp.com/partners>
S-Drive Support Site – <https://www.sdriveapp.com/support>
S-Drive Blog – <https://www.sdriveapp.com/blog>