

# Introducing the QuickLaunch Partner Network



*“Partnering with Preferred Strategies has enabled us to have more visibility with the C-Suite at our JD Edwards clients.”*

DAN RYAN,  
CO-FOUNDER, CTO, MANAGEFORCE

## The Promised Land—JD Edwards Self-Service Data

It has been said that “data is the new oil”; there is no doubt that data has the power to disrupt decades old industries, as AirBnB, Amazon, and Uber have done to the hospitality, retail, and transportation industries respectively. However, to make those discoveries, so important in the oil industry and then to extract the value, a fundamental shift in thinking must occur in the way that data is accessed across the enterprise.

And that’s exactly where another revolution is happening—JD Edwards Self-Service Data. The theory is easy: Provide the ability for any knowledge worker to access JDE enterprise data and gain business insights without IT support. The practice is substantially harder. To realize the promise of self-service data, tasks that have been previously undertaken by skilled programmers and data experts, must be replaced by a user experience that hides the complexity of the tasks—the proverbial duck’s feet under the tranquil pond as it propels itself forward.

### The QuickLaunch Difference

Preferred Strategies has been delivering differentiated solutions for JD Edwards globally for over 15 years. The value of business intelligence, reporting, and data analytics initiatives is directly correlated to the accessibility and quality of the underlying company information. Because we were born out of the need we encountered, when we were end users of JDE, Preferred Strategies knows that mining data from a robust ERP system, like EnterpriseOne or World, is easier said than done.

Preferred Strategies’ QuickLaunch™ software is a collection of customizable reporting and business intelligence accelerators purpose-built for JDE that facilitate the transformation of confusing ERP data into actionable, decision-ready information. Our products and related services streamline the implementation of market-leading business intelligence reporting software, such as; Microsoft®Power BI, SAP® BusinessObjects, Tableau®, and QlikSense®.

### Proof Positive QuickLaunch is the Right Solution

Global brands such as; Clif Bar & Company, Mann Packing, and MLB are harnessing the power of JD Edwards by running BI analytics and reporting on QuickLaunch. From crop yields, to player compensation, and supply chain yield management, these companies are visualizing their data and their businesses like never before. Customers are amazed at how quickly and easily they can unlock the full potential of JDE when they run QuickLaunch. The emergence of Microsoft Power BI as a leader in the affordable data visualization segment is allowing many more business users to unlock the business insights in JD Edwards than ever before. All powered by QuickLaunch!

### Partnering with Preferred Strategies

At Preferred Strategies we love to partner! We recognize we can’t go it alone. There is a symbiotic relationship between Preferred Strategies and our partners that makes the sum of the parts greater than the individual pieces. That’s why we’ve assembled a partner program to attract the industry’s leading professional services, consultants and technology companies. We offer four levels of partnership to deliver differentiated value.

## PARTNER LEVEL

## DESCRIPTION OF SERVICE

### Lead Referral Partners

Lead Referral Partners send an introductory email or schedule an introductory call between the client and Preferred Strategies. In a lead referral, the entire sales cycle is run by Preferred Strategies.

### Joint Referral Partners

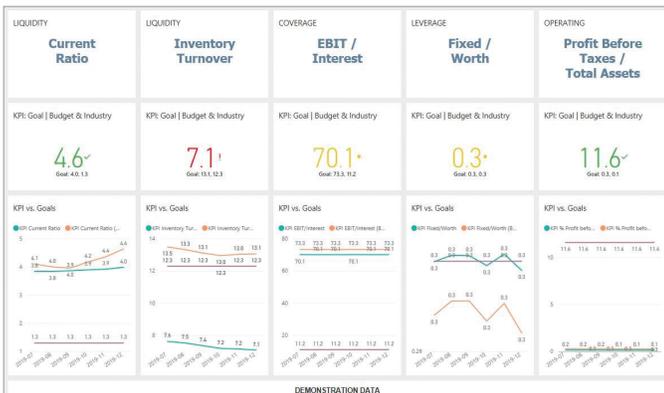
Joint Referral Partners and Preferred Strategies jointly participate in all stages of the sales cycle. Preferred Strategies takes the lead on discovery calls, presentations, demonstrations, and post-demonstration Q&A. The Partner is responsible for follow up with the client for feedback and sequence of events required to finalize the order.

### Reseller Partners

Reseller Partners identify an opportunity and run the entire sales cycle from discovery to deal closure. Preferred Strategies will train the partner in all aspects of the sales cycle to ensure the partner is equipped to properly and effectively present QuickLaunch to the client.

### Professional Services Partners

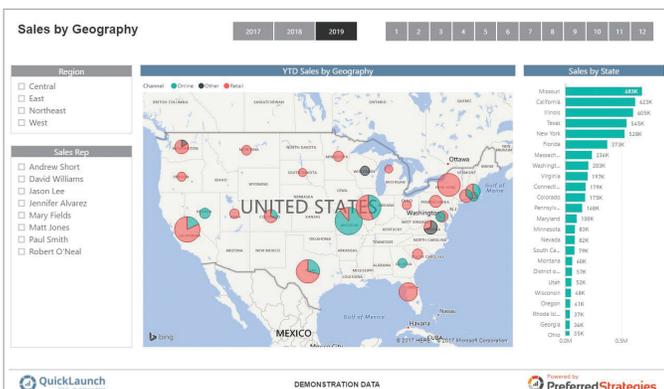
In a Professional Services partnership, Preferred Strategies offers services to be rendered by the partner for implementation and QuickLaunch-related consulting services.



## We're in this Together

Like any good partnership, we ask our partners to actively participate:

- Maintain a valid partner agreement.
- Maintain up-to-date product knowledge through Preferred Strategies' comprehensive training program.
- Register opportunities through the QuickLaunch Partner Network portal.
- Outside the United States partners may be required to provide frontline support to our customers and depending on your level of partnership, this may extend to business within the U.S.
- We'd like some branding visibility on your website and collateral and we'll proudly reciprocate on ours.





*"This is nirvana!  
We accomplished more with  
QuickLaunch and Power BI in  
five hours than we have with  
other systems in years."*

*JEFF COOK,  
CFO, MANN PACKING*

### The QuickLaunch Partner Network

When you join the QuickLaunch Partner Network you get access to a wealth of exclusive content. Our dedicated Partner Network Portal is accessed via individual accounts. Here you'll find:

**Sales & Marketing Materials** – Essential product literature, presentations, corporate graphics, etc. In fact, everything you'll need to come up to speed fast on QuickLaunch and promote our partnership.

**Training** – With video-based tutorials, quick start guides, user manuals, and more, our Partner Portal is your one-stop-shop to learn how to use QuickLaunch and integrate our JDE enablement products into your solution.

**Deal Registration** – We want to give you the credit, that's why we provide a simple online registration for the deals you are working for us to partner on.

### Powered by QuickLaunch

We look forward to partnering with you and delivering value-added differentiation to our mutual customers around the globe. Let us help you look good by solving the world's toughest JDE data challenges and help more users, access more JDE data, in less time. All under the watchful eye of IT's data stewards and data governors, of course. To learn more about our unique partner program, contact us today at [partners@preferredstrategies.com](mailto:partners@preferredstrategies.com) and find out what Powered by QuickLaunch can do for your business.

