

# IQity Solutions – Channel Partner Program

Expand your company's technology offerings and revenue opportunities

## **IQITY CHANNEL PARTNERS INCREASE VALUE-ADD TO CUSTOMERS**

### **Key Partner Benefits**

- Drive growth and profitability for your company
- Expand your technology offerings
- Acquire next-generation technology skills
- Create more value for your clients
- Differentiate your business
- Lock in customer loyalty
- Generous revenue sharing options
- Certification option
- Additional revenue per customer

### **IQ-Fusion™ Technology Features**

- Rapid configuration & integration
- Comprehensive Operations Performance Management suite
- Flexible Module and 'App' design
- Unified Data Architecture
- Universal system connectivity with the IQ-Connector™
- Goes mobile with tablet computers and other handheld devices
- Lean / Six Sigma centric
- Seamless integration with your installed HMI and SCADA
- Extends ERP to the Shop Floor
- Built-in Historian and Report functionality

### **Range of Benefits**

#### **Reduce . . .**

Total Cost to Produce—by 2-10%

Downtime—by 10-80%

Cycle Time—by 15-75%

#### **Increase . . .**

Technology ROI—by 300-500%

Quality—by 5-50%

OEE 10 —by up to 65%

Improve Productivity—by 5-75%

Improve Service Levels—by 5-35%

*IQity Solutions, LLC, is the leading provider of a next-generation online Operations Performance Management platform that provides universal connectivity, extends ERP and SCADA systems, and provides financial insight into manufacturing production.*

### **What IQ-Fusion™ Does**

Our solution, IQ-Fusion, applies elements of Operations Research and Lean / Six Sigma to analyze and correlate actual financial and performance information and automatically transform it into rich interactive views to enable *Active Management* across the entire value stream. This higher level of collective intelligence results in more efficient utilization of resources, and lower total costs of production averaging 4% to 12%, depending on the industry.

### **The Market is Ready**

The adoption of cloud-based business applications is accelerating and will continue to do so over the next 20 years, coinciding with a renaissance period in the American manufacturing industry.

### **Universal Connectivity and a Unifying Data Platform**

IQ-Fusion is not an ERP or a SCADA system. Rather our platform fuses data in real-time from existing enterprise systems, MES, HMI/SCADA, PLC or human intelligence through our IQ-Connector technology. The IQ-Fusion platform functions as a 'keystone' to unify existing disparate data sources, provide missing functionality to create a powerful performance management platform. The mobile-ready platform and flexible Module and Pod design accommodates innovation and higher levels of functionality.

### **IQity Partner Revenue Channels**

Partnering with IQity expands your technology offerings, so you can offer added value to attract and retain clients. Depending on your Partner level eligibility, revenue opportunities range:

1. Referral finder's fees: 5% - 10%
2. Annuity revenue based on subscription levels: 10% - 40%
3. Hardware reseller commission: 50%
4. Service fee sharing: 10% - 20%
5. Remote monitor revenue: 15 - 85%

### **Partner Eligibility**

Companies offering ERP, MES and HMI / SCADA integration services and business consultants are eligible for the IQity Partner Program. Contact us for information on our four Partner options and revenue sharing levels at 724.933-6133, [partner@iqitysolutions.com](mailto:partner@iqitysolutions.com), or visit us online at [www.iqitysolutions.com](http://www.iqitysolutions.com)

