

2017 Best Channel
Vendor for ECM
software by Business
Solutions Magazine



One of three 'Leaders'
in Gartner's 2017 Magic
Quadrant for Content
Services
(8 years running)



Channel | Hyland Partner Program

Join the Hyland Community and help lead the Content Services industry

The basics

To help solve a customer's business problem you must understand their issues, have the right personnel on staff, and provide a solution that fits their needs. By adding OnBase, Hyland's Content Services platform, to your solution portfolio, you add a powerful technology that helps organizations reduce their dependence on paper and improve business processes. With OnBase, your customers can streamline their business processes, create a central access point for all documents and data, and integrate with their current line-of-business applications.

What sets Hyland apart?

Hyland is not just another vendor – we are a partner in your business. Together with our partners, we provide customers with industry and solution expertise, ensuring they have the best support and the most comprehensive offerings available.

We are a global company with customers in 91 countries and more than 300 active partners around the world. Our partners provide our customers with software, hardware, and consultative services from one credible, expert source.

We have market-leading growth year-after-year and are recognized by industry analyst firms, such as Gartner and Forrester, as leaders for our product strengths and our loyal, satisfied customer base.

Still wondering what really sets us apart from other vendors?

Look at the facts below:

- 97 percent customer maintenance renewal rate
- 15 percent of revenue is invested annually on R&D (30 percent higher than the industry average)
- More than 17,000 customer-driven enhancements since 2010
- More than 18,000 organizations use OnBase
- OnBase is built on Microsoft technology
- OnBase is point-and-click configurable

OnBase[®]
by Hyland

Award-winning suite of solutions

OnBase is both innovative and mature. It is easy to use, install, and maintain. Customers can implement OnBase in one area and watch the solution grow throughout their entire organization; or they can deploy an enterprise solution from day one. Seamless integrations with hundreds of applications – including mobile offerings – provide the solutions that your customers need in order to solve business-specific problems.

Our departmental solutions include accounting and finance, human resources, case management, IT, compliance and more. In addition, we offer industry-specific solutions, tailored for government, financial services, higher education, healthcare, insurance, manufacturing, retail and wholesale distribution.

Channel support

Being a reliable partner has been rooted in the principles of Hyland since our founding in 1991. In fact, it is stated in our first core value:

“We conduct ourselves with honesty, integrity and fairness in our relationships with our partners, customers, employees and shareholders.”

With this in mind, we dedicate an exclusive team of account managers, solution architects, marketing resources, and specialized vertical managers to our partners to help develop your OnBase and industry-specific solution knowledge. Our comprehensive onboarding program quickly prepares your team to sell, implement, and support OnBase for your customers.

We are here to support you with:

- Dedicated technical teams that provide inclusive technical support – ranging from pre-sales through implementation and beyond
- Regularly scheduled and on-demand training programs (technical and sales-oriented)
- Our annual conferences which provide days of technical, product, sales and marketing training, as well as peer-to-peer networking opportunities
- An online Hyland Community where customers, partners, and Hylanders share ideas, experiences, and the latest OnBase news; equipping you to sell solutions more quickly
- An online lead management portal and dedicated partner section of Hyland Community
- A committed channel marketing team who provides consulting services, training, and lead generation services programs
- Partner-dedicated newsletter providing product updates, company news, sales and marketing information

For more information on how becoming a Hyland partner helps you win more business, grow your company and provide innovative solutions to your customers visit us at [Hyland.com/Partners](https://www.hyland.com/Partners) or contact us at grp-partnerrecruitment@hyland.com.

“Hyland's partner program is superb. Hyland provides partners all the resources and support needed to succeed. The OnBase product is excellent and provides all the tools to provide a complete solution for our clients.”

**-Michael Nolfo, President, IDT
(Hyland partner since 2009)**