

## Partner Management

Realize Partner Network benefits faster! Take your Channel Strategy to the next level with Acteva's Cloud-Based Event, Training and Partner Network solutions.



Partner programs exist to build brand awareness, increase profits, and improve end-customer satisfaction. When it's likely that your channel partners will be interacting with your customers more than you, you want to make sure that they are delivering your message accurately and to the right audience. The foundation of channel loyalty is to build sustainable relationships with channel partners so that they become loyal brand ambassadors—an objective that doesn't happen overnight—it requires consistent partner education and cultivation. An effective Partner Management strategy consists of three important features: hosting Partner Events, providing Training and Certification, and creating a collaborative network to ensure the highest possible return on investment from the channel.

Acteva helps you achieve higher and faster ROI with proven, enterprise-class Partner Management solutions delivered through Software as a Service (SaaS). Acteva's On Demand platform shortens deployment time, reduces risk and lowers costs. Enterprises with immediate requirements can get started quickly and have the option of seamlessly leveraging additional capabilities as their needs mature. Acteva delivers results for Partner Management solutions across multiple vertical industries.



### Key Benefits

**Easy.** With no Hardware to buy, no Hosting Fees and no Setup Fees, Acteva's Cloud-based On Demand solutions reduce deployment time, mitigate risk and lower costs.

**Fast.** With pre-built templates for Online Registration, plug-ins for Online Payments, and Workflows for Event & Training Management, Acteva solutions enable flexibility and functionality to gain maximum value from your investment in the Partner Management solution.

**Collaborative.** Leverage powerful, time-saving collaboration tools to effectively manage your partner network.

**Safe & Secure.** Acteva leads the industry in security. Multiple levels of authentication and compliance help ensure the privacy and security of data and payments. Our fully redundant infrastructure affords safety and reliability.

**Scalable.** Deploy a foundational Partner Network, Event or Training Management solution that supports and grows with your business needs.

**Comprehensive.** Everything you need to host Events or Training and all the tools you will need to ensure the success are built into the industry leading platform.

- Partner Network Management
- Training Management & Class Registration
- Partner Profile Management
- Partner Registration & Approval
- Certification & Accreditation
- Event Scheduling & Online Registration
- Partner Portal with Social Media Tools
- Partner Event Marketing & Promotion
- Partner Collaboration
- Conference Attendee Network
- Integrate with Best of Class ERP, HRMS & CRM Systems

## Partner Network

Build and manage your own private & secure Partner communities with Acteva Private Community Network. This integrated platform offers Events, Classes, Training, Payment Services and connectivity to Social Media and mobile devices.

## Partner Events

Acteva Event Management Solutions offer Online Registrations, Payment Collections and end-to-end administrative and Marketing Tools for all event types, sizes and complexities - Product launch parties, User Conferences, Tradeshows, Seminars, Networking Events, Partner Appreciation Events and more.

## Partner Training and Certification

Acteva Class Management Software solutions empower learning management with powerful Online Registration, Payment Management, Calendaring, Publishing, and Certification features. Our solutions not only meet the requirements of small classes but can also cater to manage large-scale recurring corporate training environments.

## Acteva for Salesforce

Leverage the combined power of Acteva and Salesforce CRM with Acteva's integrated Cloud-based solutions for Event, Class or Training Management. The AppExchange-certified ActevaRSVP 3 allows bi-directional data synchronization while using Salesforce.com as a single repository of data.

Each of these solutions can be deployed independently on one integrated platform.

## Our Customers



## Acteva Product Suite

Acteva provides a structured way for you to deploy and grow your Employee Management solution. Using a time-tested and field-proven approach, pre-built templates for Online Registration, plug-ins for Online Payments, workflows for Event & Training management, Acteva solutions enable flexibility and functionality to gain maximum value from your investment in the employee management solution. The Acteva product suite delivers a solution that gets you up and running quickly and allows for follow-on advanced capabilities options.

### The options include:

#### Online Registration For Event Conference Management

- Acteva Express: Starter Pack for Events, No Set-up, Activation or Subscription Fees
- Acteva Plus: Advanced features for power users to manage Events of all sizes and types
- Acteva Pro: Customizable solution for multi-day, multi-track Events & Conferences
- ActevaRSVP 3 for Salesforce: Set up and manage Events and Online Payments from the familiar Salesforce interface

#### Class Registration & Training Management Using Acteva Class Management Software (CMS)

- From Simple Class & Training Schedules to Multi-Track, Multi-Day Training Programs
- Publish comprehensive Class Calendars and Course Catalogs
- Automate Credit Tracking & Certifications
- Use Acteva's Online Payment Management Service or Use Your Own Merchant Account
- ActevaRSVP 3 for Salesforce: Set up and manage Events and Online Payments from the familiar Salesforce interface

#### Acteva Private Community Network (APCN)

- Manage, Grow and Monetize your Partner Network
- Manage Networks— Regional, National or Worldwide
- Build Public/Private Secure Community around your Events, Conferences, and Training
- Key features include: Social Media Tools, Facebook Connector, Public/Private Content, Blogs & Threaded Discussions, Polling & Voting module, Document Sharing, Event & Training Calendars and more
- Integrated Payment Management Services

## Managed Services

By leveraging our proven deployment methodology, best practices, and expertise, Acteva Services can help you implement Acteva Solutions in a way that speeds time-to-value and lowers project risk. When it comes to deploying On Demand Event & Training Management solutions, no other organization can provide the depth of expertise, breadth of services, and partner network required to help you achieve the efficient Partner Management that drives business results.

For users of Acteva Product Suite with communities of less than 5000, APCN is free for use. For questions, contact Acteva Sales at (877) 933-4730

	Express	Plus	Pro	CMS
<b>Set-Up &amp; Account Management</b>				
No Hosting or Set-up Fees	✓	✓	✓	✓
Account Activation Fee			\$	\$
Event Activation Fee		\$	\$	\$
Number of Users/Organizers	2	10	99	99
Use Your Own Merchant Account		\$	\$	\$
Credit Card Processing	Paypal/Visa/MC	ALL	ALL	ALL
Check, PO, Wire Transfer		\$	✓	✓
Refund Management	✓	✓	✓	✓
ActevaRSVP 3 for Salesforce		Free*	Free*	Free*
Moodle Connector		✓	✓	✓
Enterprise and Volume Discounts		✓	✓	✓
<b>Event &amp; Training Management</b>				
Event Types Supported	Basic	Advanced	Complex	Complex
Conferences, Tradeshow & Seminars			✓	✓
Catalogs Included	1	1	Unlimited	Unlimited
Attendee Types		✓	✓	✓
<b>Productivity &amp; Marketing Tools</b>				
Email Marketing (# emails/month)	5,000	10,000	50,000	50,000
Calendar	\$	Free*	Free*	Free*
Analytics/Custom Reports		✓	✓	✓
Wait List Manager		✓	✓	✓
List Management		✓	✓	✓
Promo Code Engine		✓	✓	✓
Name Badges/Certificates		✓	✓	✓
Acteva Mobile		\$	\$	\$
<b>Services</b>				
Attendee Support	✓	✓	✓	✓
Email Support	✓	✓	✓	✓
Phone Support		✓	✓	✓
Enhanced Support		\$	✓	✓
Managed Services/Customization		\$	\$	\$
Mail, Phone, Fax Registrations		\$	\$	\$
Private Community Network	Free*	Free*	Free*	Free*

✓ - Included at no additional cost    \$ - Additional paid feature    Free\* - Free for limited time



### About Acteva

Founded in 1998, Acteva is the largest and most experienced Online Registration & Payment, Event, Class & Training Management and Secure Private Community Solution provider in the market today. They have been helping organizers manage and promote their events, classes, training, and online payment management for over 12 years. Acteva has been a pioneer in the event technology industry, helping more than 20,000 organizations host over 400,000 events that have been attended by more than 7 million people. For more information, please visit: [www.acteva.com](http://www.acteva.com)

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