



Referral Partnership Partnership Overview

At **Fleetable**, we have built an internal network of trusted and diverse partnerships that help us do our job better. Our Referral Program is specifically designed to work with business partners who can help our customers in a complementary way. They are often a good fit for the **Fleetable** platform and can add new features to it. One partnership type is especially promising: integration! If your company offers both hardware and software, we may be able to integrate seamlessly with your systems so that customer data will flow more smoothly across platforms. We offer these integration services for any partner that is interested, but many companies decide to develop the code themselves or outsource the task to one of their own team members. In any case, the result is positive - seamless data sharing between programs, lowering costs, increasing accountability, and giving you some free time during busy days.

Requirements:

- ✓ Highlight your company in the **Fleetable** App Directory Fill out Partner Registration Application and complete Fleetable referral partner vetting process
- ✓ Sign Fleetable Referral Agreement (in order to benefit from Fleetable Referral Commissions)
- ✓ Complete product and lead submission training

Benefits:

- Competitive commission (with signed Fleetable Referral Agreement)
- Fleetable Sales Team is responsible for closing deals
- Sales and Marketing Support
- Access to Fleetable Partner Portal
- Customer Support, Success and Professional
- Services handled by Fleetable



Fleetable Partner Portal:

The Fleetable Partner Portal has been designed to assist you in learning everything you need to know about Fleetable and sharing a link to your marketing efforts which may include details about our platform and your company.

- **Training & Partner Enablement**
- **Co-brandable Customer Facing Collateral**
- **Lead Submission**
- **Marketing Campaigns**