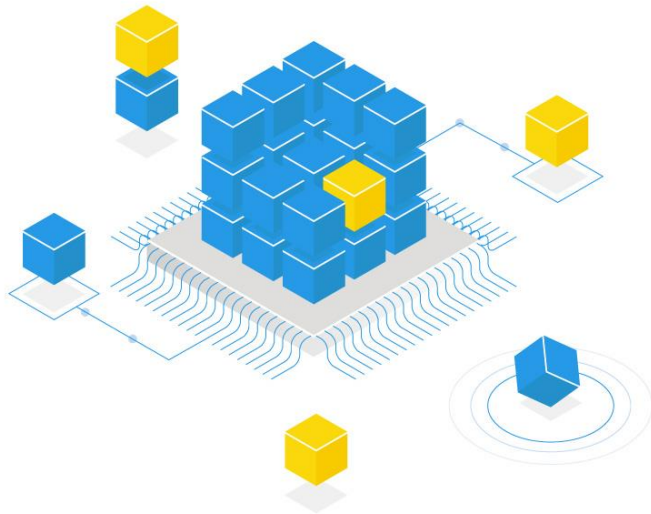


The partnership – Consulting and integration



meta analysis 

August 26, 2024

The partnership

meta analysis

The Value Offer



Our partners



The program



Actions



The conditions

The consulting value offer

□ Access to business management, the CDO and general management

- Data governance is a key subject for clients and these projects are supported or visible by general management, business management and the DATA and CDO departments.
- For 2 years, Data Governance has been recognized as a prerequisite for DATA innovation projects

□ High added value services

- Consulting services for the implementation of Data Governance with Meta Analysis are organizational services with very high added value
- The governance program requires long-term support

The integration value offer

❑ Meta Analysis integration

- You master the knowledge of your customers and you are the preferred contact for integration
- The business contribution or subscription sale remunerates your time investment in pre-sale of the project

❑ Intensive support for the Meta Analysis editor

- Our network of partners is totally key because almost all of the projects are indirect
- We therefore provide significant support to our partners on sensitive elements such as installation, technical aspects, validation of the metamodel and training.

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Actions



The conditions

Our partners



- We want to work with partners with high added value in the advisory and support phases on Data Governance**
- Client projects are sensitive and require a preliminary phase of project organization with the definition of objectives and roles, then quality support over time.
- Our network of partners is in France, Europe and North America
- Our team of consultants specialized in Meta Analysis can support your team on the first projects

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Actions



The conditions



Initial team training

- ❑ **Training your consultants is a key element in the success of a governance framework project**
 - This is an important prerequisite for understanding a governance project with Meta Analysis and for successfully completing the essential phase of guided analyzes for your clients.

- ❑ **Initial training**
 - This one-day training integrated into our partner program allows you to fully understand the issues
 - It is in 2 complementary parts to choose from

- ❑ **This training is carried out in TEAMS or on your premises**
 - It is carried out for 2 consultants minimum and 8 maximum



Training and a use case

□ ½ day: The concepts and advantages of Meta Analysis

- Overview of detailed Meta Analysis concepts
- Presentation of the demo scripts
- Use cases among customers

□ Use case on a partner customer case: 3 sessions of 1 hour

- Setting up the solution for the customer project
- Understanding the metamodel and its adaptation
- Loading functional and technical metadata

Provision of the solution in SaaS mode

❑ Provision of a full version of Meta Analysis in SaaS mode in Azure

- This version allows the training of your teams and the demonstration of the solution to your customers.
- It is provided with a detailed script allowing you to create a presentation (available in the documentary area)
- This demo version allows you to carry out guided analyzes on use cases or POC (Proof of Concept)



❑ Platform availability

- Permanent if the internal need is proven
- At the request of Uses Cases to have an up-to-date platform



Partner documentary area

❑ This new documentary space aims

- To provide you with all the documentation
- To provide you with videos of new products

❑ Item Details

- Partner program
- Retail Demo
- Environment and architecture
- Documents
- Videos

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Access is in Resources – Documentary
Space – Partner

Version in French and English

Password required

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Actions



The conditions

Joint actions



We can support you on joint marketing actions depending on your level of maturity and the complexity of customer files.

- Animation of a multi-client webinar organized by you
- Expertise support for a webinar with a prospect
- Animation of a face-to-face seminar organized by you
- Joint appointment with a client for a presentation



Organization of a webinar

□ We can help you with the invitation and content of the webinar

- Creation of the invitation with your colors, your logo and the content of your intervention
- Sending the invitation with Sarbacane and monitoring registrations on your site or by Meta Analysis
- Monitoring customer requests following the post-webinar survey

□ Objectives of the webinar (to be validated)

- Present your Data Governance offer
- Present the contributions of Meta Analysis (concepts and demo)
- Present how to succeed on the first project



Lead tracking and protection



- ❑ **For files followed in partnership, we ask you to declare the leads to us to preserve your commercial investment.**
 - These leads are entered into our internal CRM
 - Meta Analysis guarantees you confidentiality and the publisher's commitment to the success of your project integrating Meta Analysis
 - Leads are protected for a period of 6 months, which we can extend if necessary

- ❑ **Partner meeting**
 - We offer a monthly meeting with the pre-sales and consulting director to follow up on current leads.

The partnership

meta analysis

The Value Offer



Our partners



The program



Actions



The conditions

The conditions of the partnership



No entry fee or fee

- No entry fee for partnership

Training and marketing operations commitment

- The partner undertakes to train and maintain a team of expert consultants enabling pre-sales and project support for clients (minimum of 2 consultants)
- The partner undertakes to carry out marketing operations integrating Meta Analysis

The business contribution

- ❑ Business contribution is the simplest method for first projects
- ❑ Depending on the partner's commitment, the partner's remuneration is cumulative

Phase	Remuneration	Details
Qualification	5%	Name + Contacts + connection
Building the opportunity	5%	Role of actors, budget and common pre-sales actions
Closing	5%	Support for signing

Subscription resale

❑ For partners who have completed a first project

- A successful project
- A volume of annual projects to validate (Business plan)



❑ Partners with a sales and subscription sales force

- The partner has a sales team trained in the sale of licenses in subscription mode

Subscription

❑ Integration in case of subscription by the integrator

- The integrator resells the Meta Analysis subscription to the client
- The price purchased is the subscription price - 30%
- **The integrator signs the Client subscription contract – Meta Analysis**

❑ Subscription renewal

- The partner can renew the subscription
- Sending the invoice amount to the partner 3 months before the end date of subscription to the Syntec indexing conditions
- Sending the invoice to the partner on the anniversary date
- Support is provided by the publisher

Events, webinars, blog
and partner documentary space

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