




Referral Partner Program

Help your clients
get more done.

A high-angle, close-up photograph of several hands of different skin tones stacked on top of each other in a circular arrangement. The hands are positioned as if they are about to clasp or are already clasped together, symbolizing unity, teamwork, and collaboration. The background is a dark, textured surface, possibly a wall or a large piece of fabric, which makes the hands stand out. The lighting is soft, highlighting the textures of the skin and the details of the watches worn by some of the individuals.

Your organisation's success comes from its focus on delivering on your core promises to your clients. Inevitably, your clients may also ask for your guidance when it comes to selecting and/or implementing new technologies such as a human resources information system (HRIS).

Chances are, presenting and implementing software is not your forte.

But it is ours.

Becoming an ELMO Referral Partner frees up your time so you can focus on doing what you do best.

We take the time to understand your business, your goals and the desired outcomes of each project you refer, to ensure a great sales & delivery experience for you and your clients - every time.

Features you can rely on, experience you can trust.

ELMO offers an award-winning suite of cloud HR, payroll and rostering / time & attendance solutions that can help your clients streamline processes, from 'hire to retire'!

Quick facts about ELMO:

- » ASX 300 (Australian Securities Exchange 300)
- » Over 2,800 customers and growing
- » 90.2% customer retention rate
- » Australian owned, Australia & New Zealand operated
- » Hosted in Australia
- » ISO 27001:2013 certified

A referral partner program built with you in mind.

We've made simplicity the guiding principle of all that we do. That's why the only thing you need to do is fill out a short referral form when your clients have a software requirement that you would like us to assist with and we'll do the rest - keeping you in the loop from discovery to delivery.

The table opposite outlines the requirements and rewards associated with each ELMO Partner tier.

Who should join?

Our Referral Partners are typically HR consultants, recruiters and accountants however the program welcomes anyone who identifies a need from one or more of their clients to improve their people, processes and pay.

Partner Tier	Core	Silver	Gold
Prerequisites for Reaching & Maintaining Tier			
Converted Leads Per Annum	Nil	2+	5+
First-Year Revenue Per Annum (of Total Sales Closed)	Nil	\$10,000	\$50,000
Product Training (Modules Passed)	0	3+	All
Your Rewards Upon Tier Attainment & Retention			
Referral Fee			
% of First-Year Value	10%	15%	20%
Each Transaction Capped At	\$5,000	\$10,000	\$15,000
Training and Resources			
Portal Access	Yes	Yes	Yes
Product Training	Yes	Yes	Yes
Exclusive Content/Collateral	Yes	Yes	Yes
Marketing and Engagement			
Formal Contact Frequency	Quarterly	Monthly	Weekly
Your Company on ELMO Partner Finder	No	Yes	Yes
Co-Marketing Activities	No	S/A	Yes
Campaign in a Box (C-Box)	Yes	Yes	Yes
Access to Marketing Development Funds	No	S/A	Yes
Access to ELMO Partner Marketing Consultant	No	S/A	Yes
Access to Sponsored Sports Team Games	No	Yes	Preferred
Joint Strategic Planning	No	S/A	Yes

All dollar amounts in AUD and excluding GST. Terms and conditions apply (provided upon application). Program details subject to change without notice. S/A = Subject to Approval

A win-win-win situation.

Our aim is to build long-term, mutually beneficial relationships by helping you help your customers.

We're ready to work together on delivering better business outcomes for your clients, no matter where they are across Australia and New Zealand:

a win-win-win situation for everyone!



Robert Watson
Partner Director



Anastasiya Osadcha
Partner BDM



Duke Ramachandran
IT Partner BDM



Tom Crowley
Partner BDM



Nerida Raftis
Partner BDM



Tyrone Burnet
Sports Partner BDM

Official ELMO Partner Badges



ELMO has built a solid reputation amongst the A/NZ HR & payroll community not only as an HR technology leader, but also as a thought leader, which is why our Partners are proud to leverage their ELMO Partner badges on their websites and for co-branding various other marketing collateral.

Just a few of the many reasons to join...



Online, self-service
product training



Marketing resources
and funding



Collaborative opportunity
development



Exclusive events
and webinars



A typical HR consultant referral journey

Our Partner “Sally” is an experienced HR Consultant. One of her high-value clients, “AcmeCo” has increased its headcount and their basic, manual HR processes have become a major pain point.

Sally is engaged to help with the development of best-practice HR policies and processes. As part of this consulting work, it becomes apparent that feature-rich software is required to operationalise these new policies and processes.

Sally recommends and introduces ELMO Software. After discovery meetings, demos and negotiations (all taken care of by ELMO’s experienced sales team), ELMO is the chosen vendor.

AcmeCo enjoys productivity gains through automated processes and powerful reporting, as well as compliance & governance improvements, all delivered through ELMO’s award-winning software solutions.

In turn, Sally enjoys the consulting work prior to the purchase of ELMO, as well post-implementation consulting to help her client document, adopt and report on their new practices.

Sally also receives a referral fee from ELMO which she can either bank for her business, give to charity, or instruct ELMO to pay to her client as a rebate

A typical ERP implementer referral journey

Our Referral Partner “Dave” is running a successful ERP (enterprise resource planning) implementation business, with clients across A/NZ.

One of Dave’s clients, “AusCo” has automated their accounting, finance, logistics, marketing, sales, legal and supply chain functions. Unfortunately, the ERP that Dave usually sells is weak on HR and payroll.

Dave doesn’t have the time or inclination to become an expert in either HR or payroll, but he doesn’t want to leave his valuable client without a feasible solution in this space. That’s why Dave has partnered with ELMO.

AusCo enjoys the benefits of ELMO’s feature-rich cloud HR, payroll and rostering / time & attendance solutions, including the ability to interface with various ERP solutions via the native API and/or other In/Out options.

In turn, Dave gets to focus on what he’s good at, knowing that our experienced sales team will look after his client and deliver the HR & payroll systems expertise required.

Dave also receives a referral fee from ELMO which he can either bank for his business, give to charity, or instruct ELMO to pay to his client as a rebate.



Why choose ELMO?

ELMO was founded in Australia and our focus remains on the local Australian and New Zealand markets.

We're headquartered in Sydney, with offices across Australia and New Zealand. This means we provide local, fast and easy-to-access technical support, as well as maintain in-depth, locally relevant knowledge.



A complete offering from 'hire to retire'

ELMO's suite of HR, payroll and rostering / time & attendance modules can be used together or stand-alone and are configurable to an organisation's unique processes and workflows.

Quick facts about ELMO:

- » Australian owned, A/NZ operated
- » ASX 300 listed
- » Hosted in Australia
- » ISO 27001:2013 certified
- » Strategic focus on the A/NZ market
- » ~30% of revenue is reinvested back into research and development (R&D)



Connect



Course Builder



Course Library



HR Core



Learning Management



Onboarding



Payroll



Performance Management



Recruitment



Remuneration



Rewards & Recognition



Rostering / Time & Attendance



Self-Service



Succession Management



Survey



Video Library



Experiences



Predictive People Analytics



Expenses



COVIDSecure

Get started now ...

To learn more and join the ELMO Referral Partner program, please get in touch with our Partnerships Team:

Email:

partners@elmosoftware.com.au

Phone:

AU: 1300 884 510

NZ: 0800 884 510

Alternatively, please visit our dedicated Partner webpage to learn more and to download the Partner Agreement form:

www.elmosoftware.com.au/rpp



Referral Partner Program

