Our Deal Registration Process

When it comes to submitting new deals, we ensure a seamless and collaborative process for our MSP referral partners. This guide outlines every step of the journey, from our Introductory Meeting to the Book of Business Review, deal registration, and post-sale payout. Together, we'll maximize the value of your referrals, maintain clear communication, and provide unwavering support.

Print Partner
Managed Print Services for MSPs

HOW DOES OUR INTRODUCTORY MEETING WORK?

Get to Know Each Other

We'll walk you through how our organization works and how we can collaborate with you. We'll also take time to learn about your business to identify how we can effectively support you.

Discuss Benefits and Select Tier

Based on your specific needs, we'll identify the tier of free benefits that makes the most sense for your organization and opt-in for specific offerings based on your specific needs.

Schedule Follow-Ups

Based on your benefit level, we may schedule:

- **Book of Business Review**
  We'll review your print-rich clients and prospects together to identify referrals.
- **Marketing and Training Meeting**
  We review opted-in marketing and training benefits, create action items and schedule follow-ups.

Register Initial Deals *NOW*

Have clients in mind and ready to get started? Fantastic! We'll kick off our relationship with your top-of-mind clients. Register them *now* at www.printpartner.biz/deal.

REGISTERING A DEAL THROUGH THE BOOK OF BUSINESS REVIEW

Attend Book of Business Meeting

Account managers and relevant team members will attend a Book of Business meeting, either all together or individually, depending on the number of clients and staff members your organization has.

Build Your List

Together, we'll identify print-rich clients/prospects that are going to yield the most opportunity.

Qualify and Approve Prospects

We'll review your list together to identify which prospects are ready for an introduction based on budget, needs, contract flexibility, and number of locations.

Make the Introduction

You'll send a simple introductory email to the sales rep and your customer.

Follow the Roadmap

From here, we'll stick to the agreed-upon Book of Business review schedule and follow the roadmap, activating opportunities when appropriate.

Upon Request: Deploy Print Discovery Agents

When requested, we will create print discover agents for you to deploy throughout your prospects' offices. We must be informed of any subnets that we'll need to include in the scan.

REGISTERING A DEAL ON PRINTPARTNER.BIZ/DEAL

Register the Opportunity *NOW*

Submit your referral at **www.printpartner.biz/deal.** It takes less than five minutes.

Connect with Sales Rep

You'll be contacted by a sales rep from **Green Office Partner** within 24 business hours to discuss the opportunity and get aligned.

Deploy Print Discovery Agent

Upon request, we'll create the **Print Discovery Agent** for you to deploy in the client environment.

Collect Documents

We'll have you collect any invoices and agreement details that are easily available. This is entirely optional; we will collect the data we need after the introduction.

Make the Introduction

You'll send a simple introductory email to the sales rep and your customer.

We Take it From There!

Everything else is handled by Green Office Partner. You will get regular updates on how things are going as the opportunity unfolds and will be notified of the outcome.

WHAT TO EXPECT AFTER WE WIN A DEAL

We notify you that we have won the deal.

We'll meet with you and the client to align.

We'll arrange for onsite deployment.

A commission check will be sent to you.

Client health updates will be provided as needed.

In January of each year, we send you a commission check for 5% of contracted service allotment that we have collected payment on.

Have a new deal? Register at printpartner.biz/deal