

# Why to become MATRIX42 Partner?



The traditional world of work is undergoing major transformation, as the workplace is becoming a digitalized working environment. Working mobile is becoming the new norm due to the spread of devices and apps.

The resulting changes include heterogeneous IT Infrastructures, cumbersome Service Provision, Shadow-IT, and increased Data Security requirements. Many vendors are responding to this with even more complex management tools – instead Matrix42 radically simplifies the management through out-of-the-box integration, ease of use and the absolute freedom to adapt the Matrix42 solutions to your needs. As a channel-focused company we're putting our Partners first to become the Digital Workspace Management Leader.

## Workspace Management out of the box!

### 1. Instant Value for your customers.

All Matrix42 software products come with predefined processes that follow proven industry standards to gain value for your customers sooner than any other solution.

**2. Many out-of-the-box integrations** with your customers IT Systems to reduce data redundancy and workload through automation.

**3. Powerful Workflow Studio** to define, adjust and automate your customers processes.

**4. Based on a Low-Code Platform** that empowers you to adapt and extend all Matrix42 solutions to your and your clients' needs. Everything you create will be safe to update and responsive automagically.

**5. The Marketplace** is an e-commerce platform that all Matrix42 customers use to look for new apps, integrations, connectors, workflows or processes to solve their IT and business challenges faster. As a Partner you get the opportunity to sell your extensions for Matrix42 Workspace Management on the Marketplace and position yourself as an expert in the field to generating new business quickly.

### 'Relationship of Equals'

Matrix42 aims to work on 'equal footing' with you as a sales partner. This is why Matrix42 wants to optimally support you as a partner and quickly put you in a position to independently explain, sell, implement, and configure all Matrix42 products. Not only will you be supported by the a dedicated channel team, but by everyone at Matrix42.

### This is what you can expect

A robust partner program with multiple revenue streams and benefits along with a dedicated channel team and strong sales support.

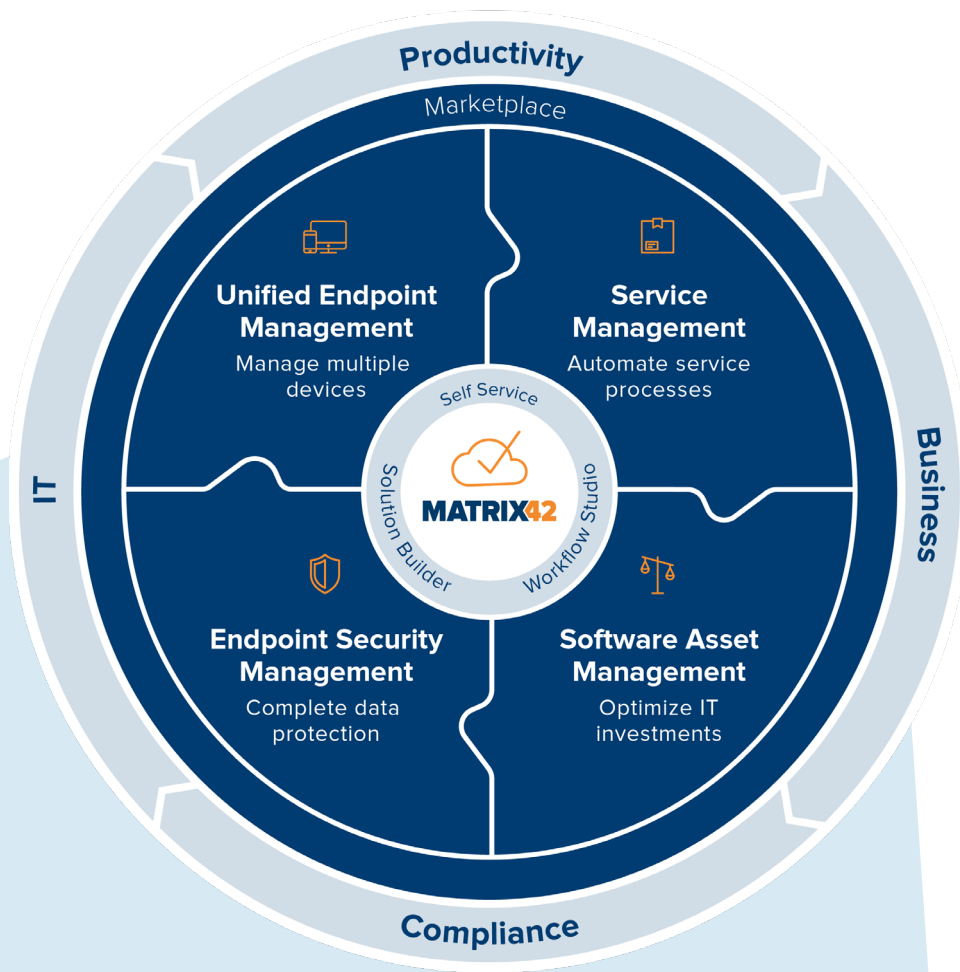


+49 69 66773-8220

[www.matrix42.com](http://www.matrix42.com)



## Simplify Digital Work



## Your added values

- MSP-ready & proven by our partners with their customers
- Limitless adaption of the product to your processes
- Frictionless employee onboarding workflows
- Out-of-the-box integrations with many IT systems and an intuitive Integration framework
- Efficient Windows 10 migrations
- Automatic software and OS deployment for all major OS driven by a drag & drop workflow studio
- Smooth self service automation to reduce IT workload
- License and contract management to optimize your customers' IT costs
- Real-time blocking of all negative outcomes of any security breach
- GDPR Compliance including encryption and documentation

## Matrix42 in brief

- Founded in 1992
- Over 350 employees
- HQ in Frankfurt, Germany
- Subsidiaries in Switzerland, Austria, France, Netherlands, Italy, Poland, United States
- Own cloud data centers in DE and CH, as well as Microsoft Azure (internationally)
- > 6m managed devices
- > 200 new customers per year
- > 99% annual renewal rate
- > 95% satisfaction rate
- > 50 partners in over 10 countries
- **65% channel-based business and we constantly strive to increase it!**

## Our guarantee

- Experts in comprehensive Digital Workspace Management for over 25 years
- A high quality German manufacturer with strong in-house research & development and support teams based in Germany
- Modular solutions that are easy to integrate, adaptable, expandable, and update-proof
- Top rated by numerous customer references
- Future security with zero-day platform-support