



## SALES CHANNEL TAILOR-MADE FOR SYSTEM INTEGRATORS

As an integration platform provider, we often deal with the customers who, instead of separate tools, are looking for a well-rounded solution, for example to digitize sales processes or automate customer care. Such projects require full expertise of the systems involved, but most of our customers do not have this expertise.

The solution for this dilemma are system integrators, this is why we are looking for system integration partners. Our Integration Marketplace plays here the key role, being the main touch point between our SI partners and our customers.

### SUCCESS STORIES



Customer's Story: Building Out a Full-Service Integration Hub for eCommerce-Related Software Products

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Case-Study: elastic.io Enables for Apora Creation of Self-Service Integrated Marketplace on Top of White-Labeled elastic.io iPaaS

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**SYSTEM  
INTEGRATORS  
WHO ALREADY  
TRUST IN  
ELASTIC.IO**



## YOUR BENEFITS

### 1. New and scalable business model

With a standardized integration solution, you can address a wider range of potential customers and position yourself as an integration expert worldwide.

### 2. Reliable revenue stream

By tapping into the subscription-based revenue model typical for a SaaS business, you get an additional, steady source of revenue that you can always count on.

### 3. Low project implementation costs

Once you build an integration project solution, you can use it for any other project. Keep your rollout costs low and installation time short through standardization



## WE OFFER

- Marketplace with listing's management dashboard and analytics
- A modern, scalable and secure integration platform
- Business planning and support for business case development
- Technical training, project implementation blueprints
- Joint marketing activities, with shared and/or joint budgets

## BUSINESS MODEL

- System integrators charge customers on a subscription basis
- elastic.io platform receives revenue share from the subscription revenue

## YOUR PART

- Integration solution fit to be offered for sale on the elastic.io marketplace
- Textual and visual content for your listings on the marketplace