

HMS Software Partner Program

HMS Software has been in business since 1984. With the release of TimeControl in 1994, our enterprise-wide timekeeping system brought us to a world stage where we have sought out other qualified firms to represent HMS in its sales, marketing and technical efforts. There are four types of TimeControl Partner:

TimeControl Dealer

HMS recognizes some of the most knowledgeable and experienced implementers of enterprise systems in different markets to resell TimeControl. These full-service dealers can provide TimeControl along with the associated services required to make a TimeControl deployment a success. Often these same suppliers are known for their experience in deploying systems that can link directly with TimeControl. HMS makes sure that our TimeControl Dealers have access to the very latest in product and technical information about TimeControl.

TimeControl Alliance Partner

The TimeControl Alliance Partners who HMS works with on a regular basis recommend TimeControl to their clients and are compensated for doing so. These Alliance Partners have skills either in enterprise timesheet or enterprise project management and have identified TimeControl as a potential solution for their client-base. HMS works with our Alliance Partners to ensure they have the latest information on TimeControl and collaborate with them to assist throughout the selection and acquisition process. Once TimeControl has been acquired, HMS works with the Alliance Partner to ensure the deployment goes smoothly and that the deployment partner has access to whatever technical or feature-based information is required to make the deployment a success.

TimeControl Associate Partner

HMS works with key Alliance Partners to help create the solutions we bring to you. These Technology or Strategic Partners are organizations with which we maintain a strong relationship and include some of the most respected names in the technology industry.

HMS Software Strategic Partner

Aside from partners who represent TimeControl, HMS Software has also established Strategic Partners. These organizations are among the most known in the technology industry and include Microsoft, Oracle and Deltek.

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Timesheet for Projects...

Being a TimeControl Partner delivers a range of benefits. Here are HMS we strive to ensure that all 4 levels of our partners are kept up to date with the latest in TimeControl Technology. For Partners who represent TimeControl in a technical, marketing or sales role, some of the benefits are described here.

Sales

First, TimeControl sales can be tremendously lucrative for our full service dealers and Alliance Partners. As an enterprise-wide product, TimeControl is often deployed to 100% of the staff. Although per-seat pricing can go as low as \$50 per license, typical sales are between 50 and 1000 licenses. Partners can also sell TimeControlOnline which is the hosted version of TimeControl that is offered on a subscription basis.

Commissions

TimeControl dealers receive a generous percentage of sales they have generated. The percentage commission is determined by HMS based on the level of services provided by the dealer. Alliance Partners can receive a finder's fee for recommending TimeControl to their client. The percentage finder's fee for Alliance Partners is determined by HMS based on the level of involvement by the Partner.

Sales Training

HMS Software offers sales training to dealers who are interested. Training sessions are usually done by web meeting by a senior TimeControl salesperson. In addition, training of both sales and technical staff can be done at HMS Software's headquarters in Montreal Canada.

Marketing Assistance

HMS has an extensive marketing organization which maintains a wide range of activities in all the countries where we have a Partner presence. HMS Software's marketing efforts are multi-faceted including: advertising, webvertising search engine keyword sponsorship, the Internet, trade shows, mailing campaigns, association sponsorships, technical alliance partnerships and more.

For Partners who wish to work on marketing efforts in their own area, HMS collaborates with your cooperative marketing plan to leverage your own efforts with our assistance.

Web Presence

HMS has one of the oldest web sites on the Internet. Our web presence is spread across several domain names and contains extensive information of interest to those who either manage projects, implement enterprise-wide applications or are generally interested in either enterprise project management or enterprise timesheet systems. On our websites is a huge collection of published articles, white papers, analysis, on-line links and resources as well, of course, as information on TimeControl. Visitors can get instant access to a free hosted version of TimeControl to begin their evaluation. All of our Partners are listed on-line in the Partners section of the site along with direct links to their own site if one exists. Our marketing staff constantly work on having our site indexed in search engines and in professional directories. The HMS websites generate hundreds of thousands of visits each year and that traffic translates to you if you are a TimeControl Partner.

Leads

TimeControl Dealers receive sales leads for their area or vertical market from people who have contacted us and asked for more information.

Sales Materials

Sales collateral for TimeControl is extensive. HMS has generated a wide range of materials to help your client complete their timesheet system evaluation. These materials include brochures, fact sheets covering a variety of specialized topics, references, testimonials, case studies, competitive analysis, white papers, promotional materials, technical references and more.

...and Finance

Not-for-Resale copy of TimeControl

All our Dealers and Alliance Partners are given access to the most current version of TimeControl for use in training their own staff and to use in demonstrations or technical preparation for their clients.

Technical Assistance

HMS provides a wide range of technical assistance to our Partners to bolster their own efforts. In particular, HMS implementation specialists can be made available to Dealers and Alliance Partners who wish to train their own staff on-the-job when implementation assistance is required by the client.

Value added to your existing business

TimeControl can help you with your existing business. As an enterprise timekeeping system, TimeControl is an ideal add-on to companies who are already selling or implementing software which TimeControl links to. This includes Microsoft Project, Project Server, Oracle's Primavera, Deltek's Open Plan and Cobra and virtually all ERP systems. Becoming TimeControl Partner can provide an opportunity to expand the revenue generation for your existing clients by providing an enterprise-wide solution.

Is it for you?

Being an HMS Software dealer is not for everyone and we're rather picky. HMS looks for Partners who have an established reputation as a high-quality implementer or specialist in their field. We understand that a Partnership is an investment and not every company is ready to invest in every partnership.

TimeControl Partner Comparison			
	Dealer	Alliance Partner	Associate Partner
Sales revenue	Yes	Yes	No
Commissions	Yes	No	No
Finder's Fee	No	Yes	No
Marketing Assistance	Yes	Yes	Yes
Web Presence	Yes	Yes	Yes
On Dealer Map	Yes	No	No
Leads	Yes	No	No
Sales Materials	Yes	Yes	Yes
Sales Training	Yes	Yes	No
Technical Assistance	Yes	Yes	Yes
Value added to your existing business	Yes	Yes	Yes
Not-for-resale copy of TimeControl	Yes	Yes	No



Contact us

If you are interested in becoming a Partner, you can contact us online at www.hmssoftware.ca/partners or contact HMS directly by email at: info@hmssoftware.ca, by phone at +1 514-695-8122 or by fax at +1 514-695-8121.

The HMS Software Partner Program teams one of the world's most renowned timesheet systems with the best service organizations



About HMS Software and TimeControl

About TimeControl

TimeControl was originally released in 1994. It was immediately successful in the project management sector and today is recognized not only as a project management solution, but also as an enterprise timesheet solution in use by companies worldwide. TimeControl is designed to serve the needs of both Finance and Project Management simultaneously. It includes features such as flexible user structures to allow for multiple levels of timesheet authorization and an open data architecture, which makes the product ideally suited for integration with existing data systems in any organization. TimeControl's flexibility allows it to be deployed for use as a time and attendance, time and billing, project time and flex-time system and it's web-based interface makes it easy to use.



HMS has representatives or distributors in many countries around the world. For the full list, please visit: <http://www.hmssoftware.ca/partners/dealers/>

About HMS Software

Based in Montreal, Canada with offices in Toronto, HMS Software has been a leading provider of project management and enterprise timesheet systems and services since 1984. HMS Software's first customized timesheet application was written in 1984. With the launch of TimeControl as a commercial application in 1994, HMS Software began servicing clients worldwide.

HMS Software's client list reads like a who's who of business. It includes Acergy, Rio Tinto, the Atlanta Airport, The Canadian Business Development Bank, the County of San Mateo, Dundee Wealth, FT Services, the Government of Saskatchewan, John Deere, Kelly Services, Koch, Lockerbie and Hole, Motorola, Schering-Plough, Parker Hannifin, Rolls Royce, Sobeys, Thompson Beta, Volvo Novabus and hundreds of others.

For more information about TimeControl, please visit the TimeControl website at: www.timecontrol.com or www.timecontrol.net for TimeControlOnline.

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for project environments

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