



# LEXISTEMS.

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THE SENSIBLE ALLIANCE PROGRAM



# WELCOME TO LEXISTEMS' SENSIBLE ECOSYSTEM

LEXISTEMS is a technology leader and innovator in processing data and piloting systems by meaning instead of keywords.

By combining state-of-the-art Artificial Intelligence, Natural Language Processing and digital security, LEXISTEMS' solutions bring customers and their users immediately measurable benefits in performance, empowerment and end-to-end GDPR compliance.

LEXISTEMS' [SENSIBLE Alliance](#) Program make these technologies and solutions available to you, through simple mutual commitments that result in a highly profitable experience across the lifecycle of our shared customers' projects.

# part.ner.ship (n)

/'pɑ:tnəʃɪp/

- An agreement between organizations and/or people to work together

*Example: Their partnership is based on mutual respect, trust and understanding.*

- A business owned by several organizations who share the profits

*Example: They triple revenue year on year thanks to a very productive partnership.*

Words often used in combination with Partnership:

Active partnership

Constructive partnership

Profitable partnership



# ENGAGEMENT

LEXISTEMS considers partners the lifeblood of its business.

LEXISTEMS commits to a mutually profitable relationship with every partner.

LEXISTEMS commits to a dedicated tech and sales team for every partner.

LEXISTEMS commits to offer partners certified training and enablement.

LEXISTEMS commits to offer partners world-class support on all its solutions.

LEXISTEMS commits to offer partners funding and resources aligned with their strategy.

LEXISTEMS commits to foster beneficial relationships within partners.

LEXISTEMS commits to help partners achieve and sell more.

# THE SENSIBLE ALLIANCE

## NO-NONSENSE MEMBERS STATUSES SUMMARY

	AUTHORIZED ★	SILVER ★★	GOLD ★★★	PLATINUM ★★★★
YOU	Agreement, Business Plan & QBRs	(none)	yes	yes
	LEXISTEMS Certified employees	0	1 tech / 1 sales	2 tech / 2 sales
	LEXISTEMS solutions sales per annum	-	500k USD	1.2M USD
LEXISTEMS	Dedicated team	(none)	yes	yes
	Support	Business hours	24/7	24/7
	Training (technical & pre-sales) *	on demand	continuous	continuous
	Marketing resources & co-marketing	resources only	yes	yes
	Qualified leads	no	yes	yes
	Market development funds (MDF) *	(none)	5% annual revenue	5% annual revenue
	Discount per license	10%	20%	30%
				40%

\* see next pages.

# FOCUS ON MARKET DEVELOPMENT FUNDING (MDF)

Earned MDF rewards [SENSIBLE Alliance](#) Members with predictable funding based on achieved sales. Earned MDF come in addition to global license discounts as per the [SENSIBLE Alliance No-Nonsense Statuses](#) ratios. Spending is left to Members' own discretion.

Proposal-based MDF are additional discretionary funds allocated to [SENSIBLE Alliance](#) Members based on strategic proposals as well as regional sales and marketing priorities. They can be used for any action relevant to awareness, advertising or commercial advancement in general.

More than simple incentives, both funds are meant to support effective marketing activities and maximize business impact in your region.

# FLEXIBLE AND ALIGNED TRAINING - CERTIFIED

**SENSIBLE Alliance** Members can complete different combinations of training while or prior to progressing to higher status.

Training is available across LEXISTEMS' portfolio of solutions and technologies, as well as on broader related topics, to help you acquire a certified expertise in areas that align to your business objectives.



LEXISTEMS University is an officially registered Training Center.

**HQ:** Laval, France

**Sales:** St-Cloud, France

**R&D:** Lyon, France

1. Acquire competencies, certifications and customers
2. Deliver world-class experience to every customer
3. Generate more revenues and grow margins

**GET STARTED TODAY**

(no fees required)



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