

ELEVATE YOUR CUSTOMER DIALOGUE

through a new data value experience

TechMarketView is helping UK-HQ'd enterprise software business **Hublsoft** grow its partner network.

If you are a solution provider, consultancy or systems integrator looking to deepen customer intimacy and establish sustained value partnerships, layering Hublsoft technology across your existing services will transform your ability to win, retain, and grow customers by revolutionising the value experience.

Proven internationally at enterprise level to shift project delivery into sustained high value commercial relationships, at scale, Hublsoft is now looking for UK innovators to penetrate the mid-market arena together.

REGISTER NOW TO DISCOVER THE VALUE OF A HUBLSOFT PARTNERSHIP

Hublsoft is running a series of real-time events for prospective partners to find out more. You have the option of two live formats:

- ❖ 30-minute 1-to-1 online meeting with Nick Cowlen, Founder & CEO
- ❖ Personal demonstrations (York, London)

Register at www.techmarketview.com/meet-hublsoft/

Registrations close on Friday 8th April 2022



PARTNERSHIPS FORGED BY SHARED VALUE

By harnessing data you already have, Hublsoft crystallises what shared value means, enables you to embed it into the DNA of your entire customer lifecycle, and use as a vehicle to elevate the level of your relationship and sustained commercial growth.

Fundamentally underpinned by mutual trust, the way in which you achieve this is revolutionised by the Hublsoft platform. A shared experience ensures evidence of value is jointly discovered & owned, and forward programmes of change are co-authored and tracked.

This becomes the common reference and bedrock for all future work between you and your customers.

PROSPECTIVE PARTNERS – IS THIS YOU?

- **Value Add Resellers** who can leverage their services around a software proposition
- **Consultancies** working with enterprises on their digital transformation implementation
- **Service Delivery Organisations** looking to drive a different conversation with customers at scale

GROWTH INGREDIENTS

You'll learn to build and scale value management capabilities within your organisation, including:

- **VALUE MEASUREMENT** – relevant, quantified
- **VALUE BASELINING** – where are we right now
- **VALUE DIALOGUE** – test ideas together, real-time
- **VALUE STORYTELLING** – articulate & monitor value

Why Partner with Hublsoft?

- **New & Sustained Partnerships.** You will elevate the customer dialogue & strengthen relationships.
- **Increased leverage** to position your services and drive upsell and cross-sell growth.
- **Revenue longevity.** Increase customer stickiness and drive recurring revenue streams, around which you can wrap additional value & services.
- **Translate data to value.** Hublsoft provides the full technology stack and methodology to build Value Experience capabilities into your business, leveraging easily accessible operational data.
- **Accelerated Time to Value.** Hublsoft is rapid to deploy, configure and drive adoption.
- **Industry Agnostic.** Platform can be applied to any domain. Seamlessly integrate your expertise & IP, and take in any direction.
- **Proven at enterprise level.** Hublsoft works with some of the worlds largest technology service providers and their customers.
- **Win Together.** Partnerships are an integral part of Hublsoft's strategic plan. Be part of the first wave of UK partners, and lead into the future.

Preferred Partner Profile

- **Strategic commitment:** You place core strategic value in customer intimacy & long lasting relationships at a senior level.
- **Domain expertise:** you have specialist domain expertise in your chosen sector.
- **Appetite for innovation:** You're in search of new ways of doing things, to innovate & differentiate to create competitive space.
- **Established client base:** it is beneficial to have an existing customer base to scale your value journey.
- **Delivery execution:** you are not an advisory, you're motivated by enduring relationships and have in-house delivery capabilities.

If you think this sounds like your business, then register to meet by clicking on:

www.techmarketview.com/meet-hublsoft/

For further information, including FAQs, visit:



www.techmarketview.com/partner-with-hublsoft/

About Hublsoft

A UK-based enterprise software business, our goal is to augment human intelligence by supporting the journey people go on with data, and giving control back to the decision maker. We've created the technology that completely transforms the data experience. It's hands-on, immediate, and brain-friendly. Data is at the fingertips of business, injecting pace and quality into business decisions. Saving time and creating new value. For more information go to www.hublsoft.com

About TechMarketView

TechMarketView is the most influential boutique analyst & advisory firm in the UK. Trusted by tech suppliers and tech users as they navigate change, TechMarketView analysts are known for robust analysis of suppliers and disruptive market trends, blending UK depth with forward-looking insight. Launched in 2018, the TechMarketView Innovation Partner Programme (TIPP) is helping some of the UK's leading enterprise software & IT services companies find innovative start-ups and scale-ups as potential partners. For more information visit www.techmarketview.com or email us at info@techmarketview.com.