

Accsys Reseller Channel

Delivering strategic solutions to people who manage people

Accsys is an award winning South African software company specialising in People Management solutions. In business since 1981, Accsys is a proud member of the BCX group.

With more than 2000 companies using our solutions, over 12 million payslips per year are initiated by Accsys systems.

Accsys Reseller Channel

Accsys Reseller Channel (ARC) has been established to grow our base of resellers through the continent, and to solidify relationships with existing partners.



Advantages

- Robust and well tested products
- Products designed with end-user in mind
- South African developed
- Fully supported in 7 major cities, including Windhoek and Lusaka
- Proven track record
- Committed industry involvement at executive level
- Opportunity to leverage off Accsys' accredited training and services
- Association with a leading South African brand

Also available on the Cloud



Reseller Categories

- Referrals/Ad-hoc - Clients identified and referred to Accsys on a pure referral basis. The introducer is non responsible for any customer liaison, implementation or support services.
- Silver - Clients identified and referred by reseller to Accsys on an ongoing basis. The contract is subject to minimum training levels, sales training and accreditation. Accsys implements, services the solution and offers support centre assistance.
- Gold - Clients identified and referred by reseller to Accsys on an ongoing basis. The contract is subject to minimum business levels, sales training and accreditation. Accsys implements, services the solution and offers support centre assistance.
- Platinum - Accsys has a relationship with the reseller only. Reseller offers sales, implementation, training and support services. The contract is subject to minimum business levels, training and accreditation.

Category	Engagement Level	Minimum Business Requirements	Accreditation Required
Referrals /Ad-hoc	Referrals Only	No	No
Silver	Ongoing referrals engaged in sales process	No	Yes
Gold	Ongoing referrals engaged in sales process	Yes	Yes
Platinum	Sales, Implementation, training and support	Yes	Yes

Accsys in Africa

- Angola • Botswana • Eritrea • Ghana • Kenya • Lesotho • Malawi
 Mauritius • Morocco • Mozambique • Namibia • Senegal • South Africa
 Swaziland • Tanzania • Uganda • Zambia • Zimbabwe

