



Kronos **Partner Network**

Transforming workforce management and human capital management

With over 40 years of workforce management expertise,

Kronos offers the industry's most powerful suite of tools and services to manage and engage your people. A long history of market-leading innovation sets us apart and keeps us on the frontier of cutting-edge technologies. Over the past five years alone, we have invested £400 million in research and development, demonstrating our commitment to delivering workforce technology tools that are as powerfully functional as they are easy to use.

Driven by a customer-first ethos, Kronos is committed to continuous innovation that supports customers' needs in an ever-evolving landscape. Strategic partnerships empower us to meet customer needs and expand our capabilities — helping us stay on the forefront of technological advances and services capabilities while responding quickly and agilely to customer needs in every corner of the market.



Maximising our shared success. That's what the Kronos Partner Network is all about.

Together, we collaborate to expand the functional and technical delivery of our market-leading solutions, bringing together our broad skills, competencies, and experience to help our customers achieve their business goals. As a partner, you're an extension of our team. Your success is our success — and our commitment to you.

Why Partner with Kronos?

Kronos is the #1 vendor in worldwide workforce management applications

LONGEVITY

Over 40 years' experience as the global leader in workforce management

REACH

40+ million people use Kronos solutions every day across more than 110 countries

INNOVATION

More than £400 million invested in research and development over the last 5 years

STABILITY

Over £1 billion annual revenue
Global Workforce Solutions organisation

POTENTIAL

Grow and transform your business by offering today's leading solutions



Market-leading Solutions

Partners expand the functional and technical delivery of our solutions

Guided by decades of experience and innovation, Kronos offers the industry's most powerful suite of tools and services to manage and engage an entire workforce from pre-hire to retire. And because workforce needs are constantly changing, Kronos solutions are designed to evolve with an organisation to help meet the challenges they face every day — regardless of their industry or where they do business.

Our solutions are:

- **FUTURE-FACING:** Next generation of innovative workforce technology
- **TIME-TESTED:** Supported by decades of domain knowledge
- **INDUSTRY-LEADING:** Based on our long history of delivering workforce innovation
- **CUSTOMER-FOCUSED:** Designed to help customers optimise and engage their people



"At Kronos, partners are a key component of our strategy as we work hard to innovate and deliver solutions to meet the demanding needs of the market. Our partners bring unique value as specialists in their respective markets to deliver an exceptional experience for customers."

Chris Todd, President



Who Partners with Kronos?

Kronos is proud to align with strategic, forward-thinking partners

Partners with vision. Partners with ambition to grow their businesses while bringing even better solutions to Kronos customers. Whether services, technology, or another area of expertise, Kronos is excited to collaborate with inspired partners whose strategy and goals complement our business strategy and who are invested in growing together.

We're here for you.

To provide you with the in-depth product training, support, business development resources, and sales tools you need to differentiate yourself from competitors and hone your expertise. As a partner, we welcome you to leverage our workforce management and human capital management solutions, take advantage of our extensive partner support services, and count on us for the experience you would expect from an industry leader.



Goals of the Partner Network

Building highly valued partnerships

SHARE SUCCESS

in transforming the future of workforce management and human capital management

ENHANCE THE PERFORMANCE

of Kronos solutions through extensions and integrations to meet customer requirements

TAKE YOUR BUSINESS TO THE NEXT LEVEL

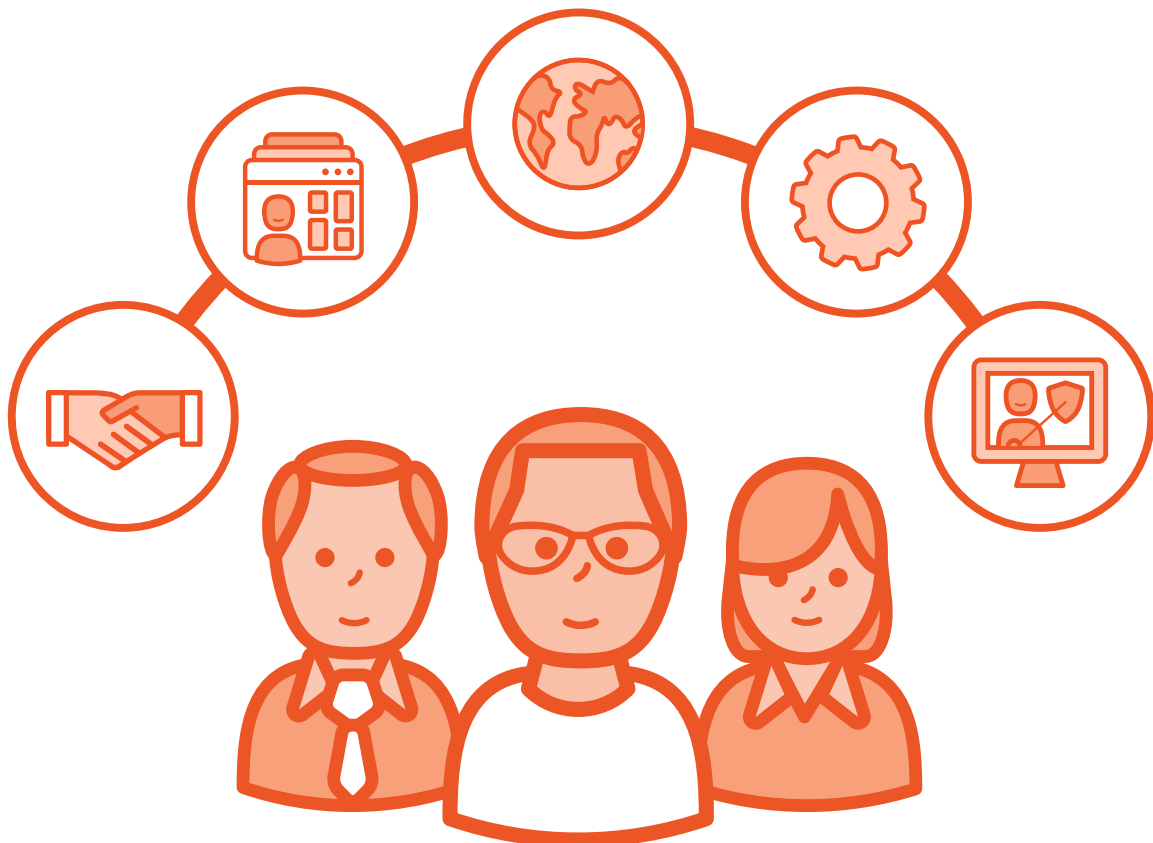
by expanding your portfolio of solutions with Kronos

BUILD EXPERTISE

through product training and hands-on experiences to achieve accreditation, instilling customer confidence

EXTEND GLOBAL REACH

to provide customers with innovative workforce management and human capital management solutions and deliver best-in-class services and support



Our Commitment to Partners

Your success is our success

- **We value our partners** as extensions of our Kronos team
- **We are dedicated to collaborating** with partners to extend our solutions to meet unique customer needs
- **We are passionate** about building our partner relationships to act as a united, trusted advisor
- **We provide benefits** to ensure your business success and growth
- **We invest** for a mutually prosperous relationship through innovation



Program

One size doesn't fit all!

The Kronos Partner Network has been created so that you can select the type of partnership that works best for your organisation. Interested in becoming an expert in one solution area — or across our entire product portfolio? We've got a category for you. For our services partners, we offer three options. Whether your company is large or small, or you need to have resources trained across multiple product areas requiring more licenses, we have the right fit for you.

Partner Types

Kronos Authorised Reseller

An extension of our sales team, Resellers cooperate with Kronos to sell, implement, and support Kronos solutions around the globe.

Kronos Workforce Ready® Partner (Reseller)

Kronos Workforce Ready partners are independent service providers who resell Workforce Ready payroll, timekeeping, and HR to SMBs under a white-label model.

Kronos Services Partner

Services Partners provide implementation services and support and unique integration solutions for Kronos solutions in a broad group of regions or within a specific region.

Kronos Technology Partner

Technology Partners provide software solutions and integration expertise that deliver enhanced functionality and performance to Kronos solutions, through extensions and integrations.

Kronos Consulting Advisor Partner

An organisation that uses their industry expertise to guide customers in determining solutions to best fit their needs.



"The Global Partner Team works as your advocate, travelling with you on your partner journey, ensuring you are positioned for success with Kronos."

**John Dionne, Senior Director,
Global Alliance**

Program Benefits

	Reseller	Services			Technology	Consulting Advisor
		Option 1	Option 2	Option 3	By Platform*	
General Program						
Listing on Kronos.co.uk	✓**	✓	✓	✓	✓	✓
Eligible for Strategic Planning with Channel / Strategic Alliance Mgr.	✓**	✓	✓	As appropriate	As appropriate	As appropriate
Enablement Manager or WFR Partner Success Manager (named)	Named	Named	Named	Community	Community	Community
Technology Partner Advisor					✓	
KronosWorks Attendee	Discounted Rate**	Discounted Rate	Discounted Rate	Discounted Rate	Discounted Rate	Discounted Rate
Sales Kick-off/Partner Summit Attendee Eligibility	✓**	✓	✓	✓	✓	By Invitation
Workforce Ready Partner Community Workshop Event	By Invitation					
Partner Advisory Council (PAC)	Select	Select	Select	Select	Select	Select
Training & Resources						
Sales Positioning Training	✓	On-line	On-line	On-line	On-line	Sharepoint
Sales Demo Training	✓					
Product Training and Accreditation (as appropriate)	Up to 20 licenses	Up to 100 licenses	Up to 50 licenses	Up to 20 licenses		
Technical Mentoring Support	Named	Named	Group	Community	Community	
Paragon Training and Licenses	Up to 5**	Up to 20	Up to 10	Up to 4		
Sales Demo Environment	✓	Upon request	Upon request	Upon request		
WFC SW Licenses for Sandbox	✓	✓	✓	✓	✓	
WFD Tenant (non-production)	1	1	1	1	3	
Marketing & Communication						
Marketing Tools and Collateral	✓	✓	✓	✓	✓	
Press Release/PR Support	✓	✓	✓	✓	✓	✓
Customer Sat Survey Feedback	✓	✓	✓	✓		
Qualified Leads to Workforce Ready Partners	✓					
KronosWorks Exhibit/ Sponsor Eligibility	✓**	✓	✓	✓	✓	✓
Marketplace Solution Listing					✓	
Kronos Community	✓	✓	✓	✓	✓	
Partner Webinars/Newsletter	✓	✓	✓	✓	✓	

* Annual Training and Support Fee

** Not Applicable for Workforce Ready Partners (Resellers)



Definitions

Unique program benefits to fuel your success

Channel Manager/Strategic Account Manager

The Channel Manager/Strategic Account Manager resources work with partners to understand the market opportunity and to set and review annual success criteria for a partner's participation in the program. They are also available to work with partners on strategic business planning activities.

Enablement Manager

The Global Enablement Manager guides partners through their journey from on-boarding to deepening and broadening their proficiencies and knowledge with the Kronos solution portfolio. They ensure partners are informed and connected to key information, tools, and resources to facilitate success and growth with your Kronos practice.

Events

Partners have the opportunity to participate in events such as KronosWorks and the Kronos Partner Summit. KronosWorks provides exposure to customers through exhibiting and/or sponsoring as well as attending at a discounted rate. The Summit provides an opportunity to learn about important strategic initiatives such as product direction, development plans, and marketing priorities from the key business and technology experts at Kronos.

Product Training and Accreditation

Depending upon your partner type/level, you will receive a set number of licenses for your resources to access Talent Central, our Learning Management System. Partners are provided with a learning path for accreditation — a combination of training, mentoring, and hands-on experience to ensure resources are ready to engage with customers successfully.

Technical Mentoring Support

All partners receive mentoring support; however, the type of support is defined by your contracted partner type and level. "Named" means you will have a person assigned to your company, "Group" is email support by a group of Kronos experts, and "Community" refers to an on-line collaboration space with Kronos professionals and other partners answering questions.

Paragon

The Kronos Paragon implementation methodology combines innovative technology, deep domain knowledge, and over 40 years of experience, to help consultants guide customers to smart decisions early in the implementation process. Industry configuration building blocks jump-start deployments with working preconfigured software for industry, geography, and more.

Kronos Community

The Kronos Community is where you can attract business by showing the value you provide as a partner, answering questions, and participating in discussions. Consistent participation enhances your profile, designating you as an expert within the Community. You also receive partner-only access to resources and sales tools to support your business.

Kronos is a leading provider of workforce management and human capital management cloud solutions. Kronos industry-centric workforce applications are purpose-built for businesses, healthcare providers, educational institutions, and government agencies of all sizes. Tens of thousands of organisations — including half of the Fortune 1000® — and more than 40 million people in over 100 countries use Kronos every day. Visit kronos.co.uk. **Kronos: Workforce Innovation That Works™**.

Interested in learning more?

Please fill out the on-line partner interest form at kronos.co.uk/newpartner.



kronos.co.uk