

# LBi Software

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## Partner Program

### Leverage the market reach of Partnership - Simple, Flexible, and Powerful

The requirement for proven software applications that can extend packaged HCM/HR software solutions continues to be on the rise. Customers are looking to diversify their risk by seeking out efficient and effective complementary bolt-on software solutions and vendors that can deliver these products. The current economic conditions create opportunities for our partners to provide low-cost solutions to their customers, ensuring high levels of quality and service for design, integration and implementation.

#### The LBi Partner Program provides you with the tools and resources to support you and your company in:

- Growing your sales pipeline
- Increasing your footprint in your installed base customers
- Expanding your customer base
- Accelerating your sales readiness
- Driving revenue

In today's economic climate, installed base customers are looking for cost effective but proven solutions that can extend the usefulness of their packaged HCM/HR system with a minimum of effort. They are often looking to their key service partners to provide direction and guidance to understand the range of options available. The LBi Software Partner Program ensures that our partners are armed with the quality bolt-on applications that create new sales opportunities, broaden existing sales opportunities and meet customer expectations.

#### The LBi Partner Program helps you:

- Grow business with a full portfolio of HCM/HR bolt-on software applications
- Build customer loyalty and satisfaction
- Open additional sales and consulting opportunities through the cross-sale of LBi solutions
- Get your staff up-to-speed quickly and easily with certified comprehensive training courses
- Gain access to LBi solutions and support, including access to the LBi development team



*We build it once.  
We build it right.*

**LBi** SOFTWARE

# About LBi Software

*We build it once. We build it right.*

In business for over 25 years, LBi Software is a software development firm specializing in Sports Information Management and Human Capital Management (employee benefits, human resources and payroll processing). LBi's software products and services utilize the latest Web 2.0 and IVR/Speech Recognition technologies. LBi develops and markets four turnkey web applications that integrate with enterprise HCM and CRM systems, including PeopleSoft and JD Edwards:

## CaseManager<sup>LBi</sup>

Help Desk, knowledgebase and call tracking workflow management software for Human Resource Management and Benefits Administration providing a comprehensive solution for managing and tracking HR, Payroll and Benefits calls and issues.

## B-ENROLL<sup>LBi</sup>

A web-based benefits enrollment application that allows employees to make their annual elections. Full e-mail integration provides employers with a paperless open enrollment.

## ESS<sup>LBi</sup>

An employee self-service portal solution that gives employees instant access to both their own employee data and corporate information from their desktop, web, and/or phone.

## At-Trac<sup>LBi</sup>

A complete web-enabled application providing a comprehensive solution for entering and managing all of an organization's time and attendance tracking needs.



### LBi Product Manager

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As a member of the LBi Partner Program you get the training and support to position with your customer each product in a sales opportunity. You get technical assistance on product installation, configuration, new features, and ongoing support on new releases and product updates.

#### Partner Benefits include:

- LBi sales tools to support you in sales cycles
- Use of the LBi partner logo
- Co-branding opportunities
- Technical support for LBi products
- Partner sales kit
- Sales support from LBi staff
- Access to joint marketing programs
- Access to product demos

For more information on how you can become a partner and increase your sales potential, contact LBi Software Engineering and learn how you can add this suite of products to your sales kit.

