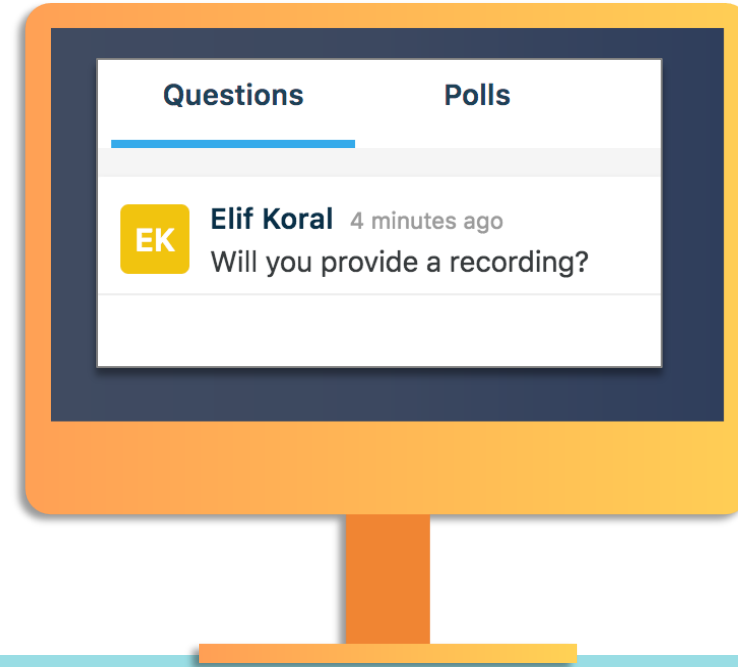


# WELCOME



Ask your Questions  
Answer our Polls

Selling  
IRISXtract™  
“as a service”



[irisdatacapture.com/webinars/](https://irisdatacapture.com/webinars/)

# *Selling IRISXtract™ “as a service”*



Bart Ballegeer  
June 17th 2020

# Meet the speaker

Name	Bart Ballegeer
Location	Belgium
Role	Head of business development (South-West Europe)
Started @ IRIS	2011





What is Offering IRISXtract “as a service”?



Which service can you offer?



How Can IRIS support you?



Examples



What is offering  
**IRISXtract™**  
“as a service”?

## Two key questions:

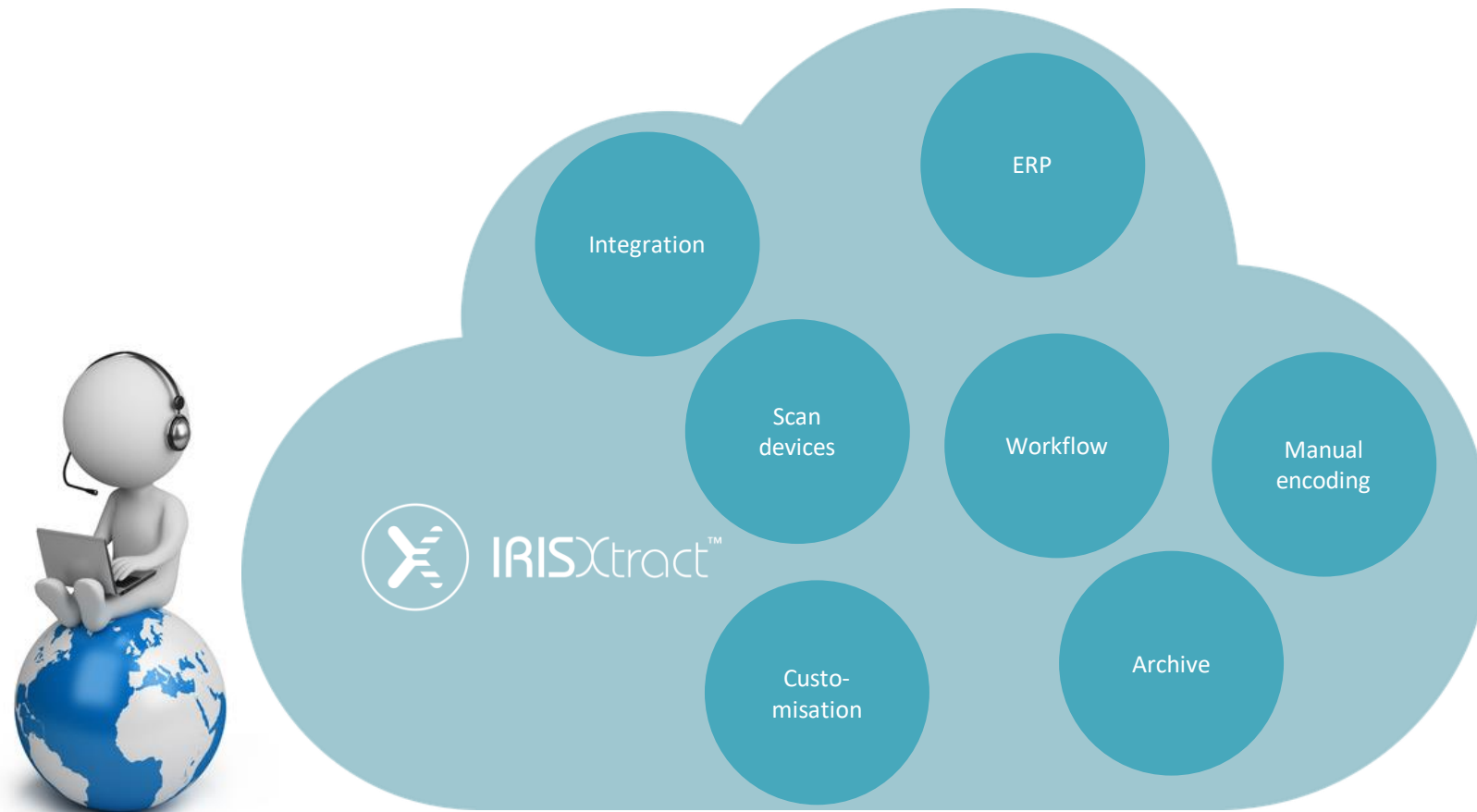
What kind of service can you offer to your customers ?



How can IRIS support you ?



# What kind of service can you offer to your customers ?



## IRISXtract

- **Repetitive approach**
  - Default
  - Partner specific
- **Tailormade approach**

# How can IRIS support you?



- 1 time setup fee / project
- Price / consumed page
- Monthly reporting

- Monthly subscription
- IRISXtract license needed





# How can IRIS support you?



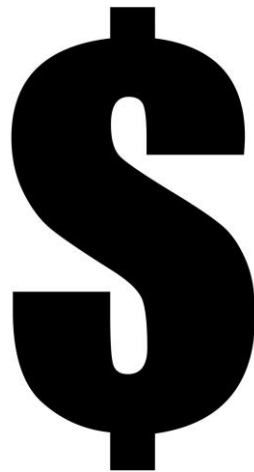
Partner own cloud

## IRISXtract License

- **Transactional License**
  - Pay what you use
  - No minimum volume
- **Classic perpetual license**
  - 1 Time investment
  - No cost after amortisation
- **Subscription model**
  - Classic license but rented
- **Container license**
  - 1 time fix volume



How do you sell it?



**Which license model do you propose to your customers?**

- Subscription
- Transactional
- Setup fee
- Prof. services

Poll...

## What in your mind are the highest hurdles to offer IRISXtract as a service?

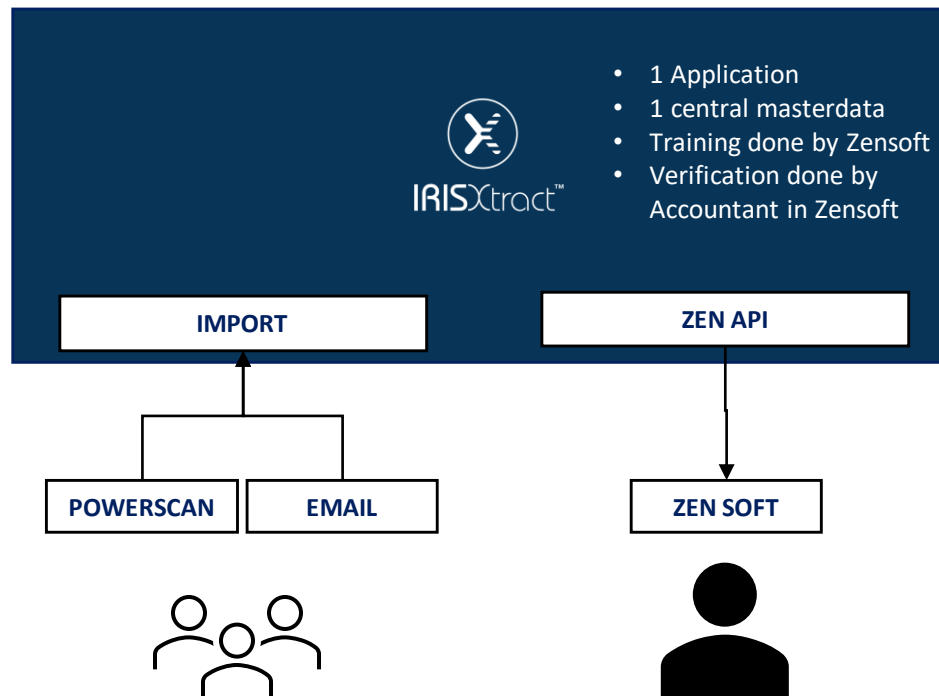
- Bandwidth usage
- Integration within the end customer environment
- Security
- Customers don't trust cloud



# Partner examples: Zensoft



ERP software for the SMB Market



Add automated invoice processing as feature

Share training between customers

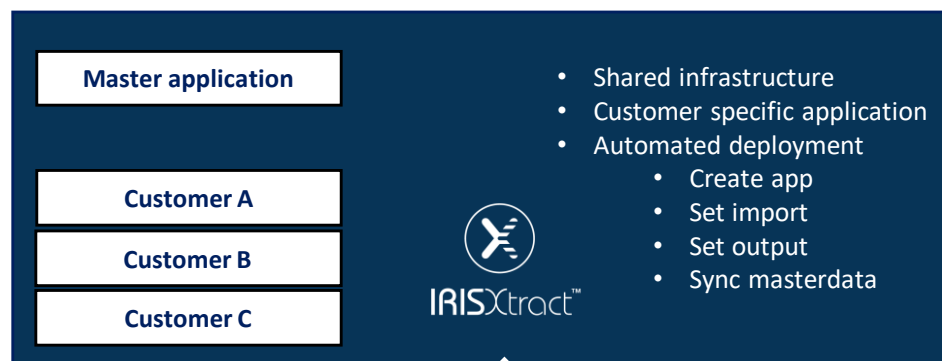
Connect accountants with their customers

Enable cross selling

# Partner examples: Draycir



Sage in-the-cloud provider



Add automated invoice processing as feature

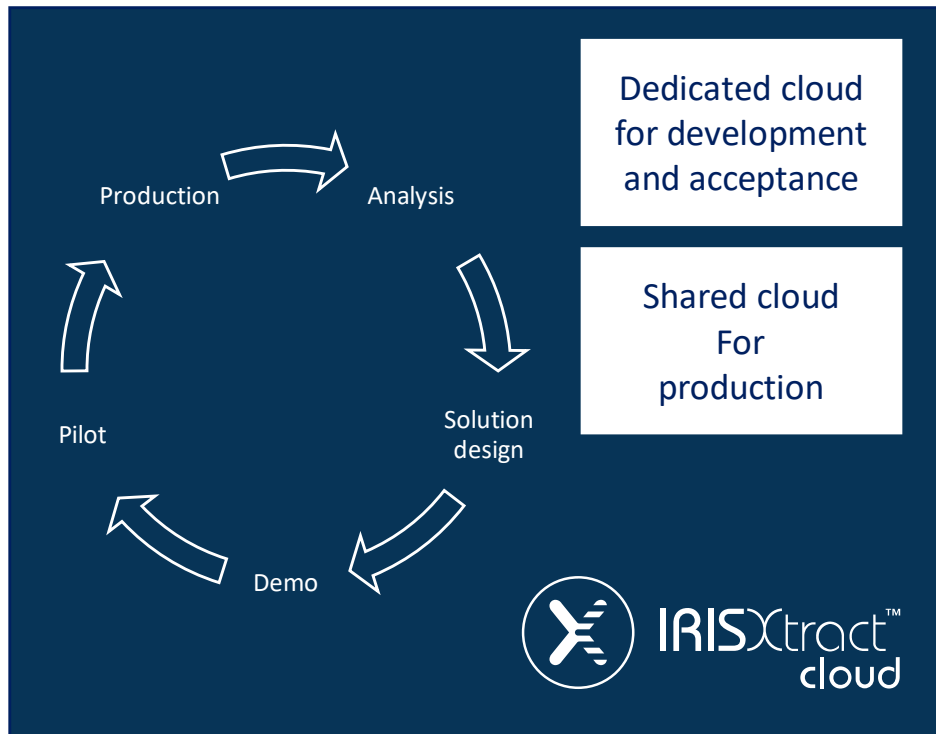
Automate the deployment and Sage integration

Online shopping

# Partner examples: XA Solutions



Digital transformation expert



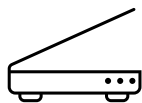
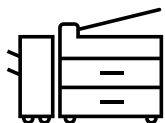
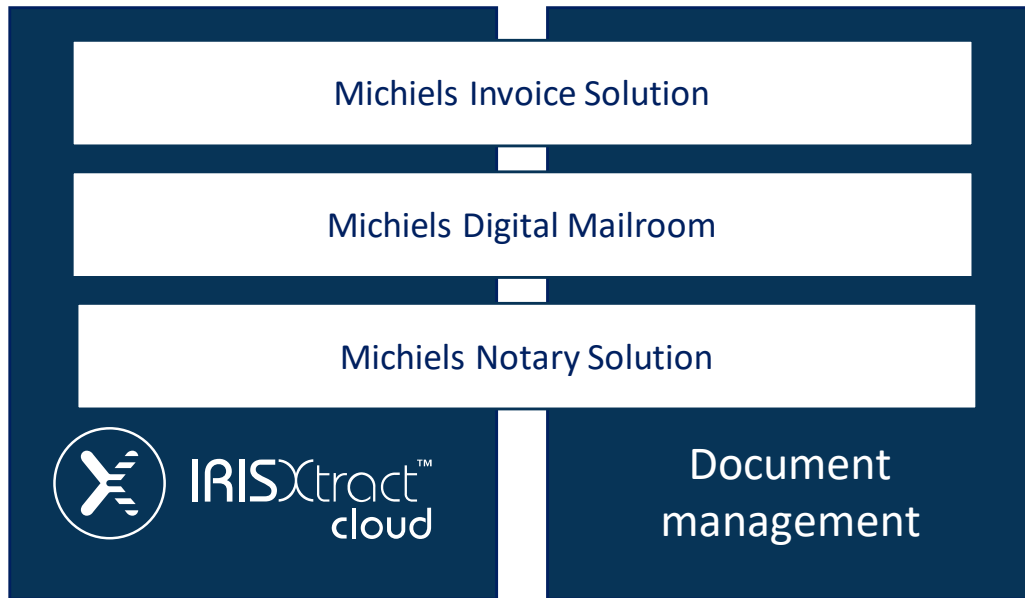
Offer IRISXtract Cloud next to IRISXtract on-premises

Customer requests  
Be competitive  
Avoid tendering  
Get access to smaller customers

# Partner examples: Michiels



Office solutions for SMB



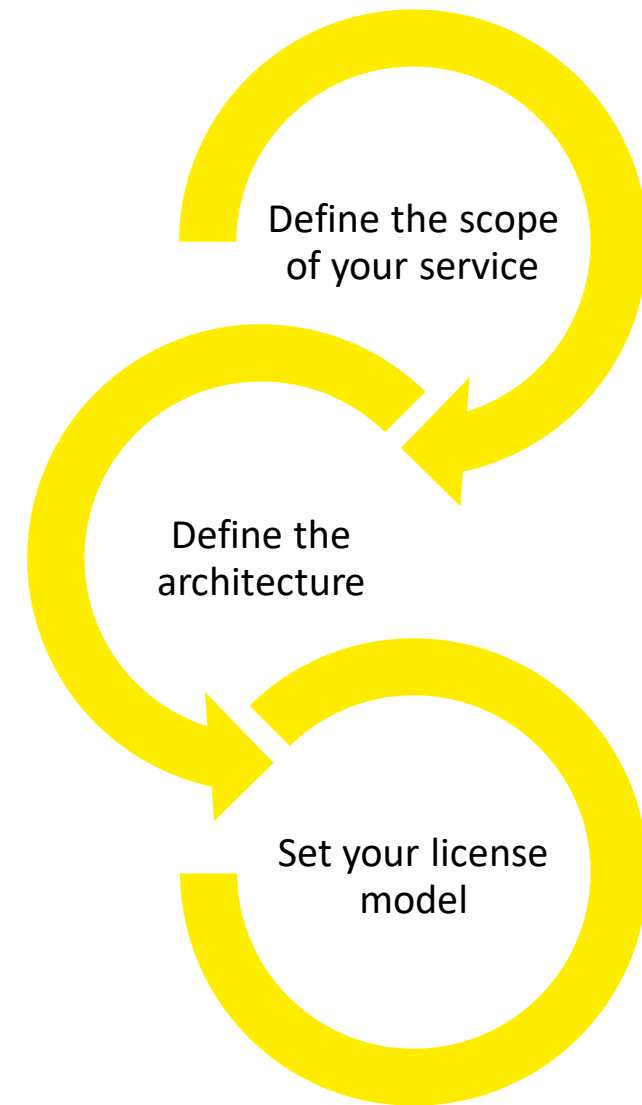
Enable solutions to SMB

Office solutions provider

Upselling

Sales organisation

# Start selling IRISXtract™ “as a service”





Q & A



# Thank you!



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Questions?

More Information?