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CHANNEL NEWS

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Plumtree expands channel programme

15/03/2005  
Computacenter hit by HP

Plumtree Software is expanding its global channel programme called Synergy Alliance.

15/03/2005  
Content vendor plans aggressive partner drive

Synergy Alliance offers a variety of resources such as demonstration software, a designated partner manager, technical and sales training, quarterly business reviews, pre- and post-sales support, lead referral program, marketing funding, partner-only Web site and posting capabilities on Plumtree`s corporate Web site.

15/03/2005  
Independent printer reseller gets Riso

"Synergy Alliance is a natural evolution of our strategy to help customers and partners build Integrated Activity Management applications," said Simon Stevens, regional director for northern Europe at Plumtree Software.

15/03/2005  
Plumtree expands channel programme

"We are committed to building a strong channel and ensuring mutual success through the engagement, communication and support services we provide to our channel partners. Our commitment to Synergy Alliance is further evident by the hiring of our new channel team and the strategic decision to separate the channel programme from competing internal sales."

14/03/2005  
LINX joins international spam busters

Plumtree will be looking to recruit partners based on the following profile:

14/03/2005  
Microsoft and MCI make commitment to SIP solutions

Solution partners:

- Regional IT specialist
- Broad range of solutions
- Existing presence in portal and/or Web market
- Technical expertise to identify sales opportunities

10/03/2005  
AMD combines 64-bit with mobility

Consulting partners:

- Regional IT specialists
- Application development, Web services or portal focus
- Existing relationships with other portal and Web vendors
- Software reselling/influencing experience

10/03/2005  
EMC targets SMEs with document management

10/03/2005  
Mitel and Microsoft integrate solutions

08/03/2005  
SonicWALL offers secure switches for SMEs

Mark Ward, managing director of Plumtree partner, Chapter26, says: "It is essential for our success that we work closely with our partners. Plumtree completely understands the value of partnership and how to make the relationship work well. Through the years, we have been involved with many other companies` partner programmes, but none have been this successful. Plumtree`s culture and attitude towards partners lays perfect foundations for the `Synergy Alliance` programme. The enthusiasm for partnership has proven beneficial for Plumtree, Chapter26, and ultimately for the end customers."

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There is no fee to participate in Synergy Alliance.