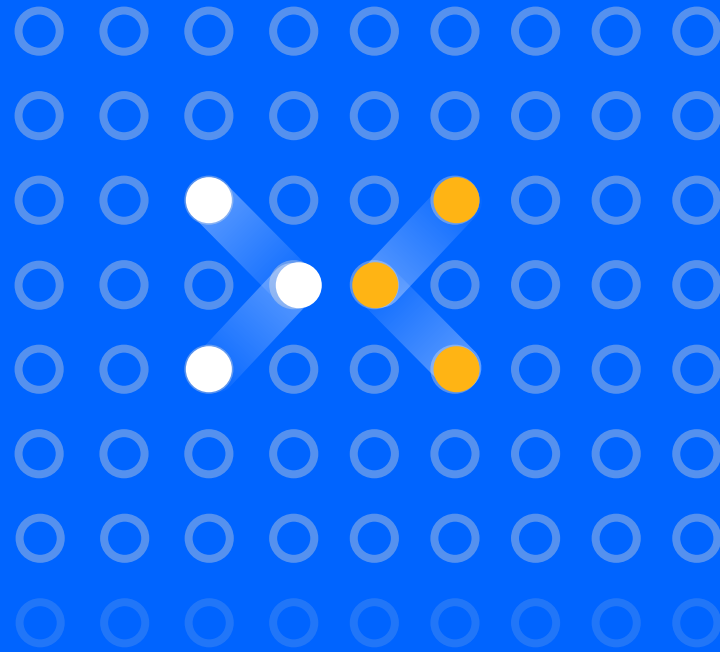


ISV Alliance Program

Partner with Searce to accelerate growth, drive innovation and enhance go-to-market strategies



Searce ISV Alliance Program is designed for tech ISVs. We aim to **accelerate the ISV GTM, augment tech wins and drive full scope Google Cloud partnership.**

Driving Successful Alliances

Named Alliance Owner to make the partnership a success

1,000+

AI, Data & Cloud Professionals

15+ Locations

Across 8 Countries

2,500+

Customers



Financial Services & Insurance



Travel Transportaion & Logistics



Retail, CPG & E-commerce



Healthcare, Pharma & Life Sciences



Telecommunications, Media, Entertainment & Gaming



ITES & Professional Services

Our approach

Multiply Market Reach

Expand Visibility and Reach

Augment Sales

Through joint GTM

Marketplace Listing

Only Marketplace Onboarding partner across APAC

Accelerate Pre-sales

Technical sales enablement and deep tech solutioning

Deploy Faster & Better

Implement better and at scale

Advance Product Roadmap

Through elastic engineering pods

ISV + Searce Strategic Alliance = Beyond GTM Trusted Partnership

1 Multiply Market Reach

- ✓ Leverage Searce's global reach across AMER, EMEA & APAC
- ✓ Increase speed to market with multiple co-marketing initiatives
- ✓ Expand visibility across market segments & verticals

2 Augment Sales

- ✓ Joint GTM & co-selling across mutual clients
- ✓ Tap into 2,500+ Searce's global cloud customers
- ✓ Named Alliance owner & BDR to augment sales pipeline

3 Accelerate Pre-sales

- ✓ Activate Strategic Alliance Partnership & resell with the ISV
- ✓ ISV solution integrated as a part of Searce's Cloud Advisory toolkit
- ✓ Technical sales enabled across the globe to meet customers where they are

4 Deploy Faster & Better

- ✓ Make ISV product deployments seamless & pain free
- ✓ Gain access to advanced professional services
- ✓ Improve client experience at most competitive rates

6 Scale Client Success

- ✓ Drive product adoption through extended client success team
- ✓ Enhance client experience through 24x7 global support
- ✓ Extend product advisory, change management & tech support

5 Advance Product Roadmap

- ✓ Realize the benefits of cloud-native remote engineering talent
- ✓ Integrations, Accelerators & any other ad-hoc sprints: Done Right
- ✓ Elastic engineering pods - making remote development easy, compliant & secure



A trusted Global Google Cloud partner focused on **Solving for Better**

Specializations



Global Google Cloud Managed Services Provider

