

Partnerships Guide

Join **our community** of
trusted partners, and
revolutionise your business!

Kolleno.



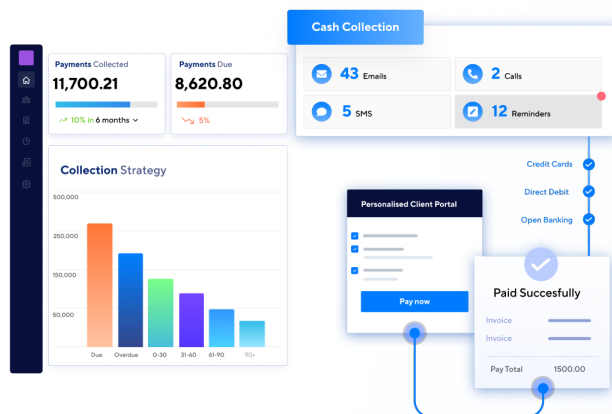
And many **more...**

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What is Kolleno?

Kolleno Is A Cloud-Based AR Management Platform



\$10B+
INVOICES COLLECTED

90% OF PAYMENTS
COLLECTED BY DUE DATE

2 DAYS
OF WORK SAVED

Kolleno Solution

Reduce manual work and repetitive collections tasks

Get paid faster by automating all outbound communication and internal task management.

Get paid faster with intelligent dunning process

Accelerate payments and increase recovery rates with tailored collection strategies.

Automate reconciliation & consolidate cash feeds

Provide your clients with an easier payment experience, automate account reconciliation and transaction matching processes.

Manage communication effectively across your teams

Bridge the gap between your teams to provide better customer experience and retain positive client relationships.

Access real-time analytics and reports

Stay on top of your cash position and make informed decisions with real-time analytics and reports.

Benefits

Recover unpaid bills & reduce DSO

On average, Kolleno software helped businesses to improve cash flow by more than 35%.

Eliminate manual task and human errors

Automation & 40+ variables for personalised templates to let you focus on higher-value tasks.

Smooth payment experience for your clients

Making it easier for your clients to complete transactions and gain visibility into accounts status.

Gain full knowledge of your clients

Know easily which client is overdue, gain quick access to historical communication timeline.

Make informed decisions

Weekly reports to facilitate strategic and new sales decision-making.

Who do we partner with?



EH EULER HERMES



Allianz 

Financial Institutions

Enhance your business value by enabling seamless and uninterrupted AR processes for your customers with Kolleno. Your customers will experience faster access to funds, decreased expenses, and eliminated errors.

Accounting Firms

Improve the efficiency of your financial processes. By automating the invoice-to-cash cycle and gaining powerful analytics, you will be able to facilitate streamlined cash flow management for your clients whilst minimising errors and delays.



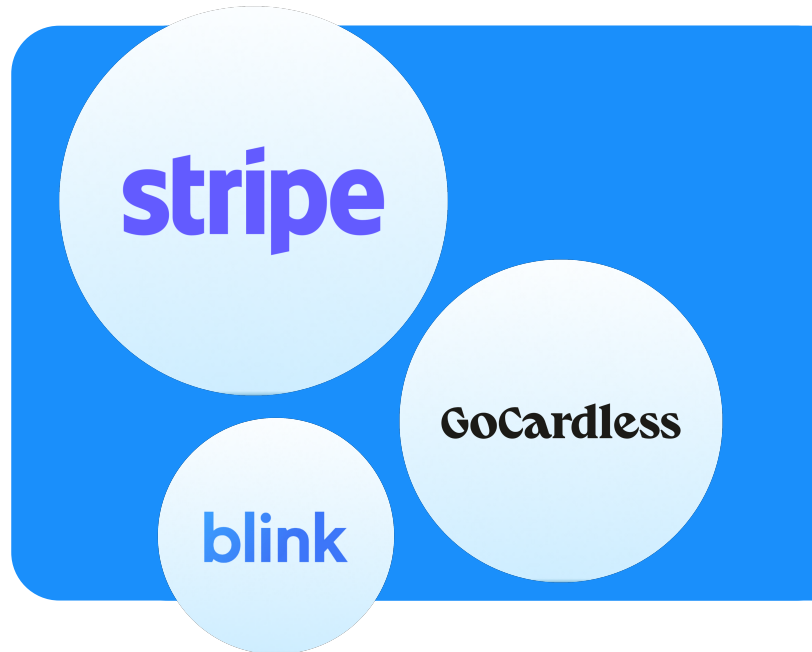


ERP and Software Systems

Provide your customers with the most effective AR solution. Together we will increase value for customers, satisfaction, visibility, and revenue growth.

Payment Providers

Increase your customer base and create additional revenue through integration, whilst offering our merchants an easy way to use multiple payment methods.



Service Providers

Solve your customers' AR challenges with Kolleno. Create another stream of revenue and increase your customer satisfaction and new business.

Which partnership models do we offer?

1

Referral Partner

Through the Referral Partners program, you can generate an additional revenue stream for your business by joining our revenue-sharing agreement and referring opportunities to us. This program is specifically designed for organisations who have a customer base that faces AR challenges.

2

Reseller Partner

Reseller Partners are authorised organisations that resell Kolleno to their customers. As part of the partnership, we offer reseller partners comprehensive support, training, marketing and sales enablement tools. This opportunity is particularly beneficial for those seeking to enhance their value proposition through joint solutions.

3

Technology Partner

As a Technology Partner, you are able to increase your customer base, whilst allowing us to enhance the operational efficiency of our solution and to ensure superior user experiences. Together, we aim to drive innovation and deliver enhanced capabilities for our customers.

4

Marketing Partner

As Marketing Partners, we are dedicated to mutual growth, utilising joint webinars, social media campaigns, and events to harness our collective resources, expand our customer bases, and enhance our reputation. Through collaboration, we aim to elevate our visibility and reputation.

5

Systems Integration

System Integrators play a crucial role within our partner ecosystem, as they allow us to deliver a comprehensive solution that integrates seamlessly into our customers' existing software systems, maximising the value for our customers. This partnership is designed for ERPs and other software systems.

What are the benefits for you?

Access New Markets

By partnering with us, you can tap into our customer base in **Europe, North America and South Africa** and expand your market presence, reaching new audiences and boosting brand visibility. This strategic collaboration enables you to generate more leads and potential customers, driving growth for your business.

Revenue-Sharing

Through our revenue-sharing agreements of **up to 25%**, you can diversify and increase your revenue streams without the need for independent investment in new products or services. By pooling resources and sharing revenue, we mutually enhance sales and profitability.

Bolt On

Enhance the functionality of your existing tech stack by seamlessly integrating Kolleno's solution, **complementing or completing your existing infrastructure**. This collaboration allows you to leverage the strengths of both technologies, resulting in a more comprehensive and competitive system.

Expand Your Services

Integrate, access, or offer our solution to enhance the value proposition for your customers and provide a more comprehensive solution. By diversifying your offering, you can **access new market verticals and segments**.

Knowledge Sharing

By leveraging our experiences, best practices, and insights, you can gain valuable knowledge to improve your own products, strategies, and operations. You will gain access to our **exclusive partners knowledge hub** with resources on topics such as Generative AI, Digital Transformation, Accounts Receivable, etc.

Increased Visibility

Partnering with reputable companies enhances your visibility and credibility in the market, showcasing your ability to collaborate and deliver value through trusted relationships. By leveraging our **reach of 10,000+**, you can attract new prospects and solidify your position as a trusted industry player.

How do you become a partner?

Step One

Review our partnerships guide and page at kolleno.com/partnerships. If you find our programs align with your objectives, submit your work email to signal your interest.

Step Two

We will review your details and respond within 5-10 working days outlining the next steps and potential partnership models suited to your needs.

Step Three

If initial communication is successful, we can schedule a meeting between our partnership teams to further discuss and finalise the agreement.

Step Four

We embark on a partnership that will be mutually beneficial. Together, we can achieve remarkable success and create lasting value.

Contact information



Dimitri Raziev,
CEO, Co-Founder
+44 7845 530492
dimitri.raziev@kolleno.com

SCHEDULE A MEETING

What do our partners say?

Accounting Industry

"Kolleno's team is a delight to work with, and their expertise on AI was highlighted in one of our programs. It was not only an insightful collaboration, but an exciting one."



Katja Palovaara

FinTech Manager, EY



Financial Institution

"Kolleno is a fast-growing company that has mastered leveraging their platform for growth. It has been inspiring watching them grow, and has taught us a lot."



Chloé Giard

Investment Director, Eurazeo



Payment Provider

"Integrating with Kolleno was financially very beneficial. But beyond revenue-sharing, our mutual customers have derived a lot of value from the integration, and have displayed a higher level of satisfaction."



Matt Henderson

CEO, Stripe



Financial Institution

“Kolleno has developed a cutting-edge solution, and our customers’ cash flows have benefited greatly from the platform. We are thrilled to continue the prosperous partnership.”



Lilli Donahue

Head of Partnerships, Capital One



Financial Institution

“Kolleno has developed a team with diverse expertise. There is a lot to learn from their processes, and collaborating with them on internal educational workshops has been most enjoyable.”



Francois Burtin

Global Head of E-commerce, Allianz



Payment Provider

“Kolleno’s tech team works at the speed of light. With only a few weeks between the finalisation of our partnership to seamless integration, witnessing the progress was motivating.”



Lucy Rowe

Account Manager, GoCardless

