

# YAVEON

## Partner Battlecard

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[WWW.YAVEON.COM](http://WWW.YAVEON.COM)

## CORPORATE OVERVIEW

YAVEON is one of the largest international Microsoft ISVs with over 25 partners worldwide and over 550 active customers. YAVEON uses the hands-on experience as a VAR to create a truly refined life-science focused solution. With over 12 years of experience in Chemicals, Pharmaceuticals, Biotechnology, Medical Technology, Food and Cosmetics, the solution is based on best practices with a deep industry knowledge.

YAVEON also offers a comprehensive horizontal communication solution for EDI in the retail and automotive sectors, intercompany, scanning, workflow and DMS integration. This is represented nationally by over 20 partners and is actively used by over 300 customers.

To ensure a successful project, our 170 employees in Germany, and Switzerland guide our customers and partners through each step of the project. Thanks to our global partner network, there will always be a trained contact person nearby – even internationally.

## OUR ISV SOLUTIONS

### ERP Business Central (ProBatch)

We offer a fully integrated industry focused solution that works seamlessly with Business Central. Split into many apps, customers can choose which functionality they need without purchasing unnecessary bulk. The best part? The whole solution is qualified – to ease the validation process for our customers in the validated environment.

### ESCM (ProE-SCM)

Our horizontal solution for electronic supply chain management aims to digitize and automate the complete supply chain process. From EDI to intercompany, scanning, workflow and DMS integrations.



**550+**  
customers

**25+**  
partners



worldwide

**170**  
employees

## CUSTOMER QUOTES

» Of course we looked at other solutions. However, YAVEON ProBatch for the biotechnology industry was clearly more specific than the other systems. Moreover, the YAVEON board of directors was genuinely interested in us and we felt that we were taken very seriously. «

Klemens Wressnig,  
TriOptoTec GmbH

» It was clear from the first second that the consultants at YAVEON were knowledgeable about validation. Right from the start, the cooperation was excellent, and we were on the same page. «

Petra Duchrau,  
Ayanda GmbH

» We're pleased to have found a strong partner in YAVEON, with whom we can work on an equal footing and who speaks our language. «

Alexander Böhler,  
Schulz Farben- und Lackfabrik

## PARTNER QUOTES

» We have been partnering with YAVEON for 10 years. The solutions they offer are extremely complete functionally and robust. The move the new Microsoft 365 platform, which represents a colossal undertaking, showed the talent YAVEON is capable of mobilising in order to meet the deadlines that were committed to. We are looking forward to the next 10 years of our partnership! «

Alexandre Schembri, Directeur Commercial  
Absys Cyborg

» For the past 4 years, Pilaro and YAVEON have worked actively to deliver the industry solution together in a good professional way. YAVEON is a professional partner that has a very good industry solution that covers the customer's requirements for a solution and validation documentation for the Norwegian and the international market. «

Jon Fromreide, Chief Marketing Officer  
Pilaro

» Our partnership with YAVEON has been mutually beneficial. ProBatch allows us to effectively pursue and win larger, more complex opportunities and differentiate ourselves in the market. The international network of YAVEON partners also helps us to better serve our multi-national clients. «

George Delp, Senior Sales Executive  
Stoneridge Software

## WHY BECOME A YAVEON PARTNER?

- 1 Join an ever-growing network of motivated and dedicated international partners with the ability to shape the evolution of the YAVEON ProBatch solution.
- 2 Tackle customers and markets who were previously out of reach with the established life-science YAVEON ProBatch solution.
- 3 Add a unique qualified solution to your product portfolio which eases the validation process for customers in the pharmaceutical, biotech and medtec field.
- 4 Quit trying to maintain customer-specific inhouse developments and implement a supported solution based on over 12 years of best practices.
- 5 Generous partner margin model on licenses and enhancement.
- 6 Access to the YAVEON ProBatch partner network for assistance in international rollouts.

## HOW DOES THE ONBOARDING PROCESS LOOK LIKE?



## 4 EASY STEPS TO BECOME A PARTNER

- 1 Get in touch with us
- 2 Tell us a little bit about yourself and let us tell you a little bit about ourselves!
- 3 If we fit, sign our partner agreement
- 4 Receive access to our product, marketing and onboarding material