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Press release

OpenLimit launches new PartnerPortal

The OpenLimit PartnerPortal provides central access to current marketing and sales documents

(Baar, January 3rd, 2011) The expert for electronic signatures and identities launches its new OpenLimit PartnerPortal today. Under www.openlimitpartner.com technology and sales partners are granted central access to current marketing and sales documents of the entire product range of the company for the first time. „Practical support in all stages of the cooperation has always been the most important goal for us in the development of the PartnerPortal,” said Peer Dietrich, Chief Sales and Marketing Officer. „For that reason we have taken special care of clarity and palpable proximity to sales and customers.”

The focus of OpenLimit PartnerPortal is on the presentation assistant which offers versatile support to partners in compiling all relevant information. Specific use cases give quick orientation and provide facts worth knowing about the solutions and their benefits. Partners are able to directly access comprehensive presentation modules and easily adapt these in accordance with customer’s requirements. An essential benefit: a „sales suitcase” will be opened by selecting a use case. The suitcase contains all relevant information including test licenses or demo versions. Each partner can then be fully prepared for a customer’s pitch, even at short notice.

Moreover, the clear user’s interface provides various interaction possibilities which enable fast communication. Besides the Call Back Service various input masks support partners in coordinating appointments and support requests. By means of the integrated role concept, each user has an individual view of the portal and so he can actively help to create the content, depending on the requirements.

Already at the end 2010 first test partners have tested the portal for the real added value. „As strategic partner of OpenLimit we are excited about this new form of sales and marketing support. The documents are well prepared and really relieve our staff in situ,” commented Peter Falk, Deputy Head of the Business Development Public Sector at Fujitsu. The OpenLimit PartnerPortal will soon be available in English for international partners.

About OpenLimit

OpenLimit is an internationally leading provider of certified electronic identity and signature solutions. The components of the solution can be easily integrate into existing applications, enable the efficient management of electronic documents, media-consistent workflows and process optimizations in all business areas. OpenLimit holds the very first certification recognizing world-wide compliance with the international security standard, Common Criteria EAL 4+, guaranteeing the highest degree of security and legal validity currently.

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