VALENTA
Save **Time.** Save **Money.**

Valenta.io

PARTNER PROGRAM

Deliver AI-Powered Intelligent Automation to Your Clients Without the Heavy Lifting



Valenta partners with Managed Service Providers (MSPs), Technology Advisors, System Integrators, and IT Service Providers of all types to expand their offerings with AI-powered **Digital Assistants as a Service** (DaaS) without the heavy lifting. No hiring. No retraining. No delivery risk. Just proven solutions your clients need, delivered by Valenta.

Two Ways to Partner with Valenta

Become a Referral Partner

For speed to market and simplicity

How it works

- You identify and introduce client opportunities to Valenta
- Valenta closes deals, builds and implements Digital Assistants, and supports ongoing operations
- You focus on your strengths and enhance your trusted advisor role by bringing in a strategic partner

Why partners choose this model

- Immediate market entry with proven solutions
- Earn Monthly Recurring Commissions (MRC) plus 1x commissions on project and professional services revenue
- No delivery or support burden
- Ideal for partners focused on their core services

Become a Service Delivery Partner

For additional control and longterm growth

How it works

- You own the client relationship, start to finish
- You run automation workshops and sell directly to clients
- You uncover processes to automate and sell Digital Assistants directly to your clients
- Valenta designs, builds, and supports the Digital Assistants
- You support your clients with escalation to Valenta

Why partners choose this model

- Add Intelligent Automation as a core service in your business
- Build Monthly Recurring Revenue (MRR) and collect top-line professional services and project revenue
- Differentiation beyond traditional IT services
- Deeper, more strategic client relationships

What Valenta Provides

Valenta operates as your Intelligent Automation partner, providing support tailored to your partnership model:

Partnership Support

- Flexible commercial relationships
- Partnership agreement and onboarding
- Dedicated partner support

Client Solutions

- DaaS design and development
- End-to-end delivery and implementation
- Ongoing support, monitoring, and maintenance

Enablement Resources

- AI and Automation Workshop materials
- Consulting and solution education
- Sales battle cards and co-selling resources
- ROI calculators

Marketing Support

- Co-branded materials
- Campaign templates
- Case studies and success stories
- Website assets

Ongoing Partnership

- Regular business reviews
- Product updates and enhancements
- Continuous partner success support

What You Get

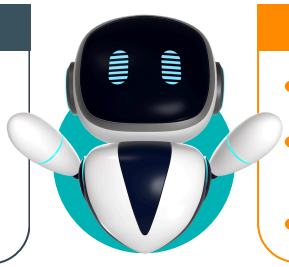
- ✓ **Fast Market Entry:** Bring AI-powered intelligent automation to your clients quickly with proven solutions
- ✓ **Deliver Better Client Outcomes:** Help your clients save time, reduce costs, and scale operations with measurable ROI
- ✓ **Zero Technical Risk:** Valenta handles hiring, training, design, development, implementation, and support
- ✓ **Flexible Commercial Relationships:** Choose the approach that fits your business, refer clients or build your own practice
- ✓ **Market Differentiation:** Stand out from competitors with AI-powered intelligent automation capabilities

Why Digital Assistants as a Service (DaaS)

As client demand for AI and automation grows, partners have options for how to respond:

Building In-House

- Hire or train automation specialists
- Design, deploy, and support custom solutions
- Carry delivery, scalability, and support risk



Partnering with Valenta

- Bring automation solutions to clients immediately
- Choose your level of involvement (referral or service delivery)
- Leverage proven methodologies and expert delivery

Valenta enables our partners to deliver outcomes without operational complexity

High-Impact Use Cases Partners Offer Today

Digital Assistants automate real business processes across industries, including:

- **Finance & Accounting**
  Invoice processing, reconciliations, reporting
- **Sales & CRM**
  Data entry, synchronization, opportunity tracking
- **Operations**
  Customer onboarding, order processing, workflow automation
- **HR & Administration**
  Employee onboarding, document processing, compliance reporting
- **Healthcare & Medical Billing**
  Medical billing automation, prior authorization, patient onboarding, claims processing

Use cases are identified through discovery workshops based on client needs and ROI potential..

Typical Results: 60-80% time savings, 4-6 month payback, measurable ROI that's easy to sell

Why Partner with Valenta

1 Proven Track Record

- 11+ years delivering automation globally
- 650+ employees across 20+ countries
- 550+ clients successfully served
- ISO 27001 & ISO 9001 certified

2 Built for Partners

- Designed around your sales cycles and client ownership models
- Flexible partnership paths that evolve over time

3 Outcomes, Not Tools

- Valenta is not a software vendor
- No tool licenses, certifications, or platform lockin
- Digital Assistants delivered as a fully managed service

Ready to start the conversation?

No obligation. Just perspective.

Schedule a Conversation →

Contact:

Type Your Name

Type Your Email ID

Type Your Number