



8 WAYS SOLIDWORKS® RESELLER PARTNERS BRING YOU VALUE

What is a **SOLIDWORKS® Reseller Partner**? **SOLIDWORKS Reseller Partners** work directly with you to ensure you get the maximum value out of your purchase. Their mission is to help you to onboard, implement, and optimize SOLIDWORKS design and product development solutions. They will teach you the exact ways the software can best suit the specific nuances of your business. With a Reseller Partner in your corner, you've got a leg up on beating your competition. Reseller Partners have the knowledge you need to get to market sooner with more innovative, higher-quality products.

YOUR RESELLER PARTNER CAN SUPPORT YOU IN MANY WAYS. HERE ARE EIGHT REASONS YOU CAN COUNT ON THEM TO HELP YOU GET MORE VALUE OUT OF YOUR SOLIDWORKS INVESTMENT.

1 INVESTED IN YOUR SUCCESS

SOLIDWORKS Reseller Partners are 100% invested in making you successful. From implementation to support and beyond, their singular focus is helping you achieve your business goals through SOLIDWORKS software. It's a win-win relationship helping you to minimize business risk and maximize your investment with a trusted partner.

3 MORE THAN SOFTWARE

Many SOLIDWORKS Reseller Partners hold in-person or online training courses, informational webinars, and YouTube videos to teach users and get them up and running on the software as quickly as possible. They thrive on partnership and are committed to both seamless implementation up front, and fostering a lasting partnership based on service, expertise, and trust.

2 PERSONAL TOUCH

It is one thing to read about a business. It's another thing entirely to visit a company and speak with its owners and engineers. That is part of what SOLIDWORKS Reseller Partners do. They are often already familiar with your business before you buy the software because the sales process includes visits and demos, and they have firsthand knowledge of the challenges that you face. Understanding your unique needs gives them a head start on the implementation process and can be an opportunity to identify additional areas for business improvement.

**RESELLERS GET TO
KNOW YOUR BUSINESS
PERSONALLY SO THEY
CAN OFFER PERSONAL
GUIDANCE.**

4 TAILORED SOLUTIONS

SOLIDWORKS Reseller Partners can tailor the software implementation and training to suit the specific needs of your business or project. This is done through the lens of helping you achieve an overall business outcome. Resellers also offer integrations with other tools and are well-versed in helping you connect SOLIDWORKS design solutions to the 3DEXPERIENCE® Works portfolio to further streamline your workflow.

6 LOCAL SUPPORT AROUND THE GLOBE

The SOLIDWORKS Reseller Partner network is a global community. Resellers offer in-depth knowledge of local markets and regulations, providing even more value to you and your company. Local resellers provide live support via chat, videoconference, or telephone—and always in your native language. Expert technical support is communicated fluently, so you can resolve issues quickly and make sure the software always runs smoothly.

7 NO SUBSTITUTE FOR EXPERIENCE

Your SOLIDWORKS Reseller Partner understands your unique needs and can offer advice specific to your business. But they also have experience gained from supporting other clients. You are always being supported by experts who rely on perspectives from a wide variety of use cases. Online resources are helpful, but when you need support and the right answers fast, your trusted partner is just a phone call away.

5 KEEPING YOU AHEAD OF THE CURVE

SOLIDWORKS will always provide timely notifications about software updates and new features ensuring that you are always using the latest tools available. If you need help implementing an update or more detail on how these enhancements can help you specifically, your local SOLIDWORKS Reseller Partner can offer live support.

RESELLERS KNOW EXACTLY HOW ENHANCEMENTS CAN BENEFIT YOU AND CAN GIVE CUSTOM INSTRUCTION.

8 COMMUNITY TO BUILD SUCCESS

SOLIDWORKS Reseller Partners often host events, workshops, and other networking opportunities where you can meet other SOLIDWORKS users, as well as professionals in adjacent industries. These are excellent learning opportunities, and often lead to productive collaborations among complementary people and companies. Reseller events are a great way to learn, make connections, and keep your finger on the pulse of your industry.

THE SOLIDWORKS RESELLER PARTNER CHANNEL PROVIDES A COMPREHENSIVE, INTERNATIONAL SUPPORT SYSTEM TO ENHANCE YOUR USER EXPERIENCE FROM PURCHASE AND INSTALLATION—THROUGH TRAINING, TECHNICAL SUPPORT, AND PRODUCT DESIGN.