



Colligo for SharePoint Partner Program



"The majority of our clients are looking for a custom, offline solution for SharePoint. Colligo Contributor provides enhanced capabilities with full access to lists, document libraries, metadata, and content types. The power of the drag-and-drop features and the ease of use are compelling. Not only is Colligo effective for offline users, but many companies also choose it for the local network users because it makes using SharePoint so much easier."

Robert Smith, Resource Practice Manager - Sharepoint Solutions, Blue Rooster Marketing Inc., USA



"Our partnership with Colligo was a strategic decision. Colligo for SharePoint fits well with our business model and allows our customers to meet key requirements, including the capability of working offline and great drag-and-drop functionality. Colligo for SharePoint allows our customers to expand on an existing MOSS platform and opens opportunities to branch out within the organizations."

Tim Wallis, CEO, Content and Code Ltd., UK



"By working together to combine the best of Colligo for SharePoint, Microsoft Outlook, and Unique World skills, we are able to offer our customers a compelling offline and email collaboration solution based on leading and widely accepted technologies. The Colligo team is a first class partner that has added to our business."

Eddie Geller, CEO, Unique World, Australia

Colligo contributes to the success of over 150 Colligo for SharePoint Partners globally, including system integrators, value-added resellers, and SharePoint hosting partners. If Microsoft Office SharePoint® is central to your business, we can help you extend the value of your solutions. Our premier rich clients for SharePoint – Colligo Contributor™ Pro, Client, File Manger, Add-In for Outlook®, Uploader for Outlook®, and SDK – can help you drive wins, revenues, and customer satisfaction!

Why Partner With Colligo?

- Offer the Premier Offline SharePoint Client
- Deliver 2-Way Outlook Integration for Email Drag-and-Drop
- Provide Integration between SharePoint and Windows Explorer
- Differentiate Your Offering with a Complete Desktop Solution
- Drive SharePoint Adoption & ROI

We build win-win relationships with our Partners. You can select from a variety of partnership options that suit your business model and desired level of engagement with Colligo.

Partnership Options Include:

- Affiliate Partner
- Hosting Partner
- Value-Added Reseller / System Integrator
- Development Partner

As a Partner, You Benefit From:

- Discounts on License Sales
- Services Revenue on Configuration & Customization
- An Account Manager Dedicated to Your Success
- Free Colligo Contributor Licenses
- Sales, Marketing, & Technical Resources
- Proven Joint Lead Generation Programs
- Market Development Funds
- And more!

	Affiliate Partner	Hosting Partner	VAR	Development Partner
Classification	Lead Referral	Hosting Referral	Silver, Gold, Platinum	Development
Schedule Meetings	As Needed	As Needed	Quarterly	Monthly
Licenses Included	Up to 3	10	10 to 75	SDK Kit Available
Sales & Marketing zResources	Partner Site	Partner Site, Web Buttons, Colligo Partner Directory Listing, Colligo Partner Logo		
Market Development Funds	N/A	N/A	Available	



Overview

Colligo is a leader in desktop collaboration technologies. Its client-based solutions extend the functionality of Microsoft Office SharePoint® to the desktops of information workers, improving user adoption and productivity. Critical business information is synched from servers to desktops, enabling workers to more productively capture, edit, and share data when and where they need it. Colligo is a Microsoft Gold Certified Partner.

Office Locations

- **Headquarters** – Vancouver, British Columbia, Canada
- **EMEA Office** – Reading, United Kingdom

Solution Overview

Colligo Contributor for SharePoint is a suite of client software that has proven to increase SharePoint user adoption by providing an intuitive user experience that better integrates SharePoint into the way users work on their desktops. Customers can choose a product tailored to their specific requirements.

- **Contributor Client** is a rich desktop application that provides instant access, online and offline, for mobile and remote workers.
- **Contributor File Manager** integrates SharePoint with Windows Explorer
- **Contributor Add-In for Outlook** integrates email and content management capabilities within the Microsoft Office Outlook interface.
- **Contributor Uploader for Outlook** links SharePoint to Outlook.
- **Contributor Software Development Kit (SDK)** enables partners to create custom desktop applications for SharePoint.
- **Contributor Pro** includes all the features of Client, File Manager, Add-In, and SDK for corporations that want to deploy a mix of interfaces.

Target Audience & Business Need

- **Decision Maker** – CIO, SharePoint & Exchange Administrators
- **Users** – All SharePoint Users
- **Need** – Offline SharePoint and Email Management
- **Result** – Increased SharePoint Adoption and Productivity

Solution Installed Base

- Number of Companies that Have Purchased – over 1,000
- Number of Users – over 200,000

When to Engage With Colligo

Engage Colligo when a client is deploying SharePoint. We help customers increase adoption of SharePoint by solving three business challenges: (1) **OFFLINE ACCESS** to SharePoint for mobile and remote professionals, (2) **EMAIL MANAGEMENT** by integrating SharePoint with Outlook drag-and-drop, (3) **USABILITY & LATENCY** related to a slow or frustrating browser experience.

Out of the Box – Solution Stack

- Offline Access to SharePoint
- SharePoint-Desktop 2-Way Sync
- SharePoint & Outlook/Windows Explorer Integration
- 5 MB, .NET Client, No Server Modifications

Develop Custom Solutions with SDK

- .NET API & VS2005 Dev Environment
- Customize Installation or Configuration
- Develop New User Interfaces & Metadata Editors
- License Contributor Runtime Engine

Top Reasons Clients Buy Colligo for SharePoint

- Keep Mobile Workers Productive
- Integrate SharePoint & Outlook/Windows Explorer
- Boost SharePoint Adoption
- Improve SharePoint Metadata Support

Top Reasons to Offer Colligo for SharePoint

- Drive SharePoint Wins
- Increase Mobile Worker Adoption
- Enhance Adoption with Outlook Users

Contact Us Today!

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Colligo's award-winning solutions extend the collaboration and content management functionality of Microsoft SharePoint. Colligo drives SharePoint adoption by providing an intuitive experience that better integrates SharePoint into the way users work, whether online or offline.



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