



VAR NEWS

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NETSUITE TRIES TO ENTICE SAGE RESELLERS

San Mateo, Calif. - On-demand software provider NetSuite began offering a new program to Sage partners to resell its Web-based accounting software with a 50 percent revenue share split for the first 12 months.

The company is offering the deal at a time when Sage lost a key partner with the demise of the MIS Group, the company's top reseller in North America. Sage has also been laying off employees in recent months.

NetSuite is promoting the concept of cloud computing, in which companies access the software from remote servers across the Internet, whereas most of Sage's software runs on the user's own desktop, laptop PC or company server.

Under the NetSuite deal, Sage channel partners will receive training customized for Sage implementation experts to familiarize them with NetSuite's accounting, enterprise resource planning, customer relationship management and e-commerce software.

The program for Sage channel partners is available through Sept. 30, 2009, to all current Sage channel partners in good standing, based on acceptance into the NetSuite Solution Provider Program. The 50 percent revenue share applies to all new NetSuite subscriptions secured by the partner on one-, two- or three-year subscriptions.

For more, visit www.netsuite.com/sagepartner.