

Partner Program

JUNE 2020

For Implementation and Integration Partners

“ With Abacus Financials partnership is always partnership of equals ”.

Company Overview

Abacus Financials has designed and built accounting and financials application exclusively on Salesforce Lightning to take advantage of the power and performance of this extraordinary platform.

Integration is minimal, it is already integrated to maximize efficiency and transparency. Vital financial information that was previously segregated by disparate technologies can now be brought to bear 24/7 on all platforms.

Easy to use and easy to analyze, Abacus makes light work of the day-to-day

accounting needs while at the same time providing sophisticated, drill-down dashboards to deliver new insights into business performance.

The traditional accounting package delivered days or even weeks after the month-end close is finished. Financial information is always up-to-date and always available.

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You don't have to sign one sided agreements, do not have to pass certification exams, and don't have to pay hefty fees. All we expect is joining hands to achieve a common cause of making customers successful.

Believing in achieving "Democratizing the accounting and financials through SAAS" should be a common goal. If you are a bespoke software consulting company or a Salesforce consulting partner or an OEM Salesforce partner, this program is for you.

How often you come across a situation where you cannot win an opportunity because you don't have Accounting and financial practice?

How often you are short of success to achieve digital convergence and highest level of process automation because you don't have an accounting and financial vertical?

Further extremely long durations of implementation cycles and costs will lead to losing market window. With Abacus financials, your customer's onboarding and migration is in weeks, not months. With unique joint implementation model, ensure customers achieves complete flow of processes and quick on-boarding and highest rate of adaptation.

A survey conducted by an independent management agency shows that by introducing finance and accounting verticals in your consulting practice, qualified lead conversion rate will increase by 30%.

Furthermore, as a heart of the digital transformation process, implementing accounting will open up umpteen number of options like implementing CRM, Payment processing, Service managements, Budget management, Expense management, Professional service management to name few.

With Abacus Financials, you can be either an Implementation partner or an Integration partner

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For Implementation Partners

Selection of SI partner is as important as the software you choose in your digital transformation journey. An available statistics says more than 50% of software implementation fails because of wrong selection of SI partner. An implementation partner is one who is customer's point of contact, success coach and chief business analyst.

Abacus financials follow a dual path approach in which customer will have direct access to executive levels at Abacus Financials while being continuously engaged with implementation partners. As a product company we are closely involved in all stages of implementation program.

Who can be Implementation Partners?

- Bespoke software consulting companies
- Salesforce consulting partners
- Independent freelance consultants
- Independent auditing firms and Chartered accountants.

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For Integration Partners

Abacus Financials partners with other OEM Salesforce apps and heterogeneous apps to achieve full process life cycle and offers managed packages.

With Integration partners, Abacus will have understanding for mutual sales co-operation. From joint prospecting of customers to joint implementations it's a relationship of equals.

We offer robust web-services for ease of Integration and our internal products team assists in establishing seamless connectivity with our app.

Why look elsewhere, come join hands with us!

Who can be Integration Partners?

- SF app exchange partners
- Other external apps.

For further information, please contact:



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