



2020 Partner Program

Value Added Resellers (VARs)

Together delivering innovative solutions.

2020 VARs sell 2020 products packaged with or alongside their own products and services. Industry experts in their own right, 2020 VARs have the knowledge and expertise to engage and support 2020 customers through their understanding of the local market and the opportunities and challenges in the design, retail and furniture-making industries.

2020spaces.com/2020Partners

2020 Partner Program

Welcome to 2020

2020 helps professional designers, retailers and manufacturers in the interior design and furniture industries bring ideas to life, inspire innovation and streamline processes. By providing end-to-end solutions and the world's largest collection of manufacturer's catalogs, 2020 provides businesses with the software and content to be more efficient, integrated and productive.

2020 Partner Program for Value Added Resellers (VARs)

The 2020 Partner Program for VARs enables you to position yourself as a market leader by aligning yourself with the most trusted solution in the home design, space planning and furniture manufacturing market. By becoming a 2020 VAR, you will extend your current offerings and be able to provide your customers with a more complete solution.

Partner Benefits

2020 is a strategic software solution partner that allows you to expand your market presence and increase your revenues.

Market Presence

2020 provides VARs with the following support to enable them to position themselves as leaders in the industry:

- 2020 Partner Portal access: a secured extranet site with the most updated product related collateral, sales tools and resources
- Marketing collaboration on events, campaigns and web seminars
- 2020 Partner Guidelines that include tools for building a website and collateral
- A dedicated Partner Manager to guide you through the sales cycle
- Featured placement as a VAR on our corporate website and in customer success stories
- Use of the internationally recognized 2020 Authorized Partner logo
- A dedicated Technical Support Manager to help you trouble shoot and resolve issues

Increase Revenues

There are clear financial benefits to becoming a 2020 VAR:

- Attractive tier-based commission rates
- Potential for catalog creation and the sale of catalog services to manufacturers
- Increased lead opportunities, with additional leads provided by 2020

Additional Benefits

- Free software demo license
- Participation in the 2020 Beta Program
- Regular meetings with your Partner Manager
- News bulletins, regular updates and review meetings

Why Partner With 2020?

- 25+ years experience in the interior design & furniture manufacturing software industry
- Global market reach—over 25,000 customers and millions of users globally
- Access to over 2,300 manufacturer catalogs
- Innovative and the leading provider of end-to-end solutions for the interior design and furniture industry
- Have solutions in more than 48,000 stores and manufacturing sites across 100 countries
- Dedicated & focused on building long lasting relationships

What 2020 Partners are Saying

"2020 has been an integral part of our company's success. Working with 2020 has resulted in tangible ROI and has helped our business grow by over 30% in the past 15 years. Their products are outstanding and the support is consistently prompt and professional. We are very pleased to be working with 2020."

*Rauno Uusitalo,
CEO, DB-Manager Oy*

Partner Requirements

2020 is looking for innovative VARs in the home design and space planning industry who possess a passion for our products and the 2020 brand and who can provide accessible local expertise and support. In addition to being market experts in your region, to become a VAR, you must meet the following requirements:

- Understanding of the technologies related to home design
- Access to local decision makers and influencers
- Committed sales force that is capable of lead generation and pipeline building
- Skills and resources required to support a customer base
- Established market presence

Join the Partner Program Today

To inquire about becoming a 2020 VAR, visit 2020spaces.com/Partners or send an e-mail to partnerinfo@2020spaces.com.

2020
AUTHORIZED
PARTNER



2020

About 2020

2020 helps professional designers, retailers and manufacturers in the interior design and furniture industries capture ideas, inspire innovation and streamline processes. By providing end-to-end solutions and the world's largest collection of manufacturers' catalogs, 2020 provides businesses with the software and content to be more efficient, integrated and productive.



Professional

Enabling professional designers to create kitchens, bathrooms, closets and commercial offices which look as stunning on the screen as they will in reality.



Manufacturing

Providing furniture and cabinet manufacturers a complete manufacturing operations management capability developed to meet their needs.



Retail

Empowering interior home improvement retailers to inspire the imagination of their customers and accelerate decision making.

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Europe

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Mouans-Sartoux, France
Osnabrück, Germany
Ashford, UK
Bolton, UK

Asia-Pacific

Dhaka, Bangladesh
Beijing, China
Dongguan, China
Shanghai, China
Pune, India