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2020 Partner Bulletin

The 2020 Partner Bulletin is designed to keep our partners informed about 2020 products, news and events as well as partner-specific processes, resources and tools. Our goal is to ensure your success and the success of the entire 2020 partner channel.

GET 2020 PRODUCT RELEASE INFORMATION DIRECTLY IN YOUR EMAIL - IN REAL TIME!

*Product Release information for 2020 Fusion, 2020 Design, 2020 Insight and 2020 Virtual Planner will no longer be included in the Partner Bulletin but instead will be sent directly to your e-mail from your Product Forum subscription. If you have not yet subscribed to 2020 Forums, please do so today - see instructions below***



2020 Fusion:

NOTE: Since last bulletin 2020 Fusion has issued the following releases

<https://www.2020spaces.com/forums/forum/varpartners/>

- 2020 Fusion v6.5.4 'Hot Fix' Now Available
- 2020 Fusion v6.5.3 'Hot Fix' Now Available

2020 Insight: NOTE: Since last bulletin 2020 Insight has issued the following releases

<https://www.2020spaces.com/forums/forum/manufacturing/>

TOOLS

[2020 Partners Web Page](#)

Helps 2020 prospects and customers learn more about 2020 global partners (Technology, Integration, VARs, etc...) and their offerings. Scroll to 'Find a Partner'

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- 2020 Insight v10.12 Service Pack
 - 2020 Insight v11.3 Service Pack

2020 Virtual Planner:

Product release information will be provided directly to Partner via e-mail.

NOTE: Since last bulletin 2020 has issued the following releases

- 2020 Virtual Planner 4.9.0.7 Service Pack

REMINDER: TESTIMONIAL PROGRAM FOR VALUE ADDED RESELLERS (VARs) and INTEGRATION PARTNERS

A customer testimonial or success story is a powerful tool. It builds trust and credibility, increases loyalty and brand recognition and studies have shown, that conversion rates from leads to sales increase significantly with the support of a customer testimonial. 2020 regularly features 2020 customer testimonials as blogs on our [website](#) and in our quarterly newsletters. 2020 also submits customer testimonials of VAR Partners in our quarterly newsletter, see examples below.

2020 has recently expanded the Partner Program testimonial/success story initiative from a VAR only initiative to now include Integration Partners. We will rotate and feature one Partner's customer testimonial per quarter in our newsletter and also include (in our newsletter) a link to all customer testimonials of Partners on our website.

Please review examples of Partner's Testimonials/Success Stories below and...

- *use the same format. Present your company and the customer story. We can use the same profile for your company along with different customer testimonials/success stories.*
- *Most Partner customers are happy to get exposure on the website of a global company but you must still obtain consent*

Partner Portal *

A self-service site for 2020 partners containing valuable tools, collateral and information that will help partners position, articulate value and demonstrate 2020 products. Link leads to log-in page.

Partner Guidelines

A collection of policies to assist in the messaging and promotion of the 2020 products or joint products on partners' web sites, in their marketing collateral and other communication tools. The partner guidelines PDF is accessible through the 2020 Partner Portal *.

Questions:

Please contact your Territory Manager or [send us an e-mail](#).

from the customer for 2020 to add their testimonial and information (company blurb, logo and to link to their website) on the 2020 website.

- *you can submit your testimonial in your local language and 2020 will feature your version along with an English version translated by 2020.*
- VARs **must submit** 1 testimonial by June 30th 2019

Examples of testimonials/success stories submitted by 2020

VARs

<https://www.2020spaces.com/customers/2020-design-customer-spotlight-high-stage-corp-partner-ymm-japan/>

<https://www.2020spaces.com/customers/2020-fusion-customer-spotlight-nixi-kaluste-partner-db-manager-finland/>

<https://www.2020spaces.com/customers/2020-design-customer-spotlight-veggas-solutions/>

<https://www.2020spaces.com/customers/2020-design-customer-spotlight-veggas-solutions/>

2020 IMAGINE: Quarterly Newsletter

The 2020 Imagine Quarterly Newsletter is sent to over 40,000 customers and prospects globally every quarter.

To be featured as a Spotlight Partner in our next 2020 newsletter contact your 2020 Account Manager or send an email to partnerinfo@2020spaces.com.

To assure that all Partners receive **Product Alerts and associated information** for major point releases, updates, patches and fixes in a timely manner, we have decided to no longer include this type of information in the 2020 Bulletins (which are sent only periodically) but rather to ask all Partners to subscribe to the 2020 Product Forums and receive the information directly in their in-box in real time.

**** Instructions for Subscribing to 2020 Forums**

*If you already have a log-in and access to the **Partner Portal**, then you have access to the **Forums** (see links above). All you need to do now is click on **Subscribe** to the **Forum/s** of your choice.*

*If you do not have a log-in with access to the **Partner Portal** or have forgotten if you have registered or if for any other reason you are not sure, just send me an e-mail and I will help you get access ASAP.*

*NOTE: You must be registered and signed in to the **Partner Portal** to **Subscribe** to **Forums**.*

*NOTE: **Fusion VARs** and **Content Partners Forums** ARE **Private Forums** and can only be accessed by **Fusion VARs** and **Content Partners** respectively.*

The 2020 **Partner Portal is accessible from the 2020 [Partner's Page](#). You must be logged-in to enter the **Partner Portal** and access documents.*

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