



Solution Providers

Andromeda builds software to help restaurant operators manage their delivery operations. It empowers businesses taking part in the fastest growing category in hospitality to optimize every aspect of food delivery. Andromeda software is central to helping business owners win in a multi-billion Euro category

Enable

Enable your customers to provide their end-customers with an industry leading food delivery experience, and help them achieve their business objectives in this growing category.

Enhance

Enhance the proposition of your business using software that is proven to grow restaurant operators profits, and maximise the investments you have already made in service management, support and installation practices.

Extend

Extend the number of profitable revenue streams for your business by reselling software licences, installing, supporting and maintaining hardware in a growing sector of hospitality.

Software to rapidly add competitive advantage

Good restaurants and hospitality businesses take a lot of work. They require expertise and the right tools to give customers the best experience, every time.

That's what Andromeda is for. Our products allow businesses to be more agile, effective, and data-driven. They help improve operations across the front and back office of a restaurant or outlet and help owners make sense of and take action with massive amounts of data. Above all, we help businesses to deliver the best quality food to people's homes. Andromeda products give organisations the flexibility to improve their services, focus on food quality, and scale with their growth.

The Andromeda Solution Provider Program is designed for suppliers of IT support and Hardware distributors who wish to resell Andromeda's growing family of products available across the Andromeda platform.

Leverage the investments you've made in leading establishing your operating model to quickly build capability in the fastest growing sector in the hospitality industry with a company who has 20 years' experience in building software for restaurant owners.

Incremental rewards as your investments increase

There are two levels to our Solution Provider Program— Silver and Platinum. Platinum partners enjoy higher discounts and are eligible for incentives in exchange for their increased level of business with Andromeda.

Both levels have access to marketing funds and complimentary online training.

Typically, partners start at the Silver level and move up to Platinum as their Andromeda business grows.

To participate in the Solution Provider program, you apply online, agree to manage customer billing, manage hardware requirements, actively promote Andromeda, and complete the bi-annual training and enablement requirements.

If you are interested in the Solution Provider program, but not ready to meet the program requirements, consider starting with our Referral program. We manage the sales process, you earn generous fees for referring opportunities to us.

Andromeda Partners Community

We offer a flexible and rewarding partner program framework that provides opportunities to refer, resell, and implement Andromeda solutions. Choose the program that is right for your business and is consistent with your desired level of investment.



	REFERRAL		SOLUTION PROVIDER	
	Silver	Platinum	Silver	Platinum
BENEFITS				
Discount			●	●
Referral fee	●	●	●	●
Use Andromeda marks, logos, and URLs	●	●	●	●
Online sales training	●	●	●	●
Online product training		●	●	●
Marketing funds				●
Partner manager		●		●
Incentives		●		●
Instructor-led product training				●
REQUIREMENTS				
Apply online	●	●	●	●
Sign agreement	●	●	●	●
Actively promote Andromeda		●	●	●
Joint business planning		●		●
Manage end-customer billing			●	●
Minimum licenses sold per year			●	●
Provide level 1 customer support			●	●
Partner sales training		●		●
Partner product training		●		●
Named partner manager		●		●