

## Partner FAQ

Interested in a partnership with breatheHR? Browse our list of common questions...

### What are the key benefits for my customers ?

Fast and affordable breatheHR is simple to set up and easy to use. By reducing admin and improving the communication of data and documents it will save your customers time and money.

- **Create, store and retrieve employee information from anywhere**
- **Easily store, publish and share your legal policies and documents**
- **Enhance communication and save time with Employee Self Service**
- **Manage absence, benefits, training, performance and disciplinary**
- **Instant access to management reports whenever you need them**
- **Radically increase efficiency and cut your costs**

No software installation. No expensive server. No big up front costs. There are no IT or maintenance overheads and no confusing annual updates to apply.

### What are the key benefits for me ?

Administering people's employment is a complex, regulated, time critical, sensitive, high risk and all too often, time consuming task.

breatheHR can improve HR control and standardise complex HR processes, enabling you to strengthen your ability to help your customers.

- **Understand your client.** Access to your client's HR data and documents enables you to build a closer relationship. Identify trends, weaknesses and offer the services they need exactly when they need them; effectively cross sell your other services.
- **Reduce risk in legal compliance and risk management.** Share legal documents and data in one centralised database, that can be accessed from anywhere at any time. Enforce policies and processes and easily communicate changes to staff.
- **Provide informed advice and record accurate history.** With access to data records online you can speed up the time it takes to make informed decisions on key HR issues. Accurate histories can be recorded: from capturing the legal advice supplied around a disciplinary issue to detailing the objectives associated with an appraisal.
- **Build a new, unique revenue stream.** breatheHR creates a new growth area of potential margin for you. Our partners work from a discounted pricing model. Build breatheHR into your own pricing scales and earn a margin on sales. This is in addition to the added value gained from offering breatheHR alongside your existing services and the new business opportunities you will unlock from your existing clients.
- **Extend your portfolio with white labelled HR admin software.** breatheHR can be white labelled to work alongside your existing services. Call breatheHR whatever you like to fit your market position and branding.

## Where does breatheHR come from ?

breatheHR has been created by the HR software team at Centurion Management Systems. Formed in 1996 as a specialist provider of business software systems for mid-market organisations. Centurion have won a reputation as expert providers of HR management software, implementing systems, large and small, for 15 years in the UK.

breatheHR has been designed to suit the needs of small to mid-sized organisations that don't have the time and resources to implement on-premise systems but still demand the best functionality on offer. With breatheHR your clients gain all the benefits of a leading web based HR system but without the hassle of implementation, cost or maintenance.

## How does the pricing work ?

There is a one off setup fee for creating the individual secure database. breatheHR usage is then charged per employee per month for the end user organisation. From as little as £2.12 per employee, per month.

As a breatheHR partner you will work from a discounted pricing structure enabling you to sell to your customers and earn a margin on sales.

## How long will it take to get a new customer up and running ?

Acting on your instruction it typically takes just 48 hours to complete your customer's set-up.

We provide you or your customer with the relevant logins to access the system and start using it right away.

Data import from an Excel source or existing system can be included in the setup. We can also accommodate special bespoke requirements and tailor the way the system works for an additional fee.

## Can I access the software over the internet anytime ?

breatheHR can be accessed over the internet 24/7 from anywhere in the world.

In the office, home office or out on site with your customer. Personnel records, documents and reports will always be easy to find.

## What does my customer need to access breatheHR ?

We use leading Microsoft .Net technology and SSL security to turn your customer's internet browser into an innovative HR software application.

All they need to access breatheHR is an internet connection.

## How secure is breatheHR ?

Your personnel data is securely stored in firewall protected data servers at our state of the art UK data centre. This is compliant to ISO data storage standards and entirely UK based. We are ICO registered data handlers.

VeriSign SSL (Secure Socket Layer) technology ensures your data is safe when accessed over the internet. This is the same type of security used by internet banking transactions and web shops.

We only use trusted, proven technology.

- Microsoft .Net application and database technology
- VeriSign SSL Web Security
- Super fast data centre connection with 99.9% uptime

## What happens when there's a breatheHR query ?

Sometimes people have questions or want to know more about how to use the system. When this happens, we're right here.

**Support** – Included full technical support with complete access to the UK Support Desk for technical and software related queries. This operates from 9am – 5pm Monday to Friday (except public holidays).

**Training** - Simple, friendly training for clients and staff either over the web or face to face. Provide your prospects and customers with knowledge that unlocks the maximum potential from their data.

We will also support you in becoming an expert in breatheHR if you choose to act as first line support for your customers.

## How will we be billed ?

As a breatheHR partner you will be invoiced on the 1st of each month. The total amount will be worked out on the exact number of current employees that your customers have recorded in their breatheHR systems.

Your invoice will be itemised and a report is available to provide monthly statistics on the number of current employees each client has in their system.

The number of current 'active' employees recorded in the system is reviewed quarterly and costs adjusted as necessary. You and your customers only pay for what they use.

Billing is only calculated on current 'active' employees. We **DO NOT** charge for leavers, pensioners, external contractors or seasonal workers that your client may want to record in the system **FREE** of charge.

## When does billing start ?

The 1st day of the first full month you have access to breatheHR, unless otherwise agreed.

## Do I get any partner training ?

Yes. We are happy to provide **FREE** product and sales training which you'll need to fully equip you with the knowledge and skills to assist your customers. On request your Partner Manager can even join you for the first 2 prospect presentations.

Additional training will be available on request at discounted rates.

## Will breatheHR train my customers ?

There is an opportunity for breatheHR partners to offer chargeable on-site training. However, we have developed online, WebEx based training programmes. These will be available to both partners and end users for easy access to training right from your desk.

## How can you help me market breatheHR ?

At breatheHR, we are working hard on raising product awareness through events. We have already created a strong web presence through articles, blogging and search engine optimisation. Now we are focusing on web-based promotions, articles, PR and e-marketing campaigns to push prospects towards our partner sites and services.

breatheHR partners have full access to all our marketing collateral and are welcome to white label the system, brochures, mailers, articles and website content.

## How do I become a partner ?

If you provide services or solutions to companies with 10 to 500 employees, partnership with breatheHR offers new scope to develop your business, enhance client relationships, cross sell and increase your profits.

Now and for a limited period only, we are offering carefully selected companies this opportunity to share in the success of breatheHR by joining our partnership programme.

Contact us today to arrange a convenient time to see breatheHR in more detail and discuss becoming a partner.

## Where can I find out more about breatheHR ?

Visit the website [www.breatheHR.com](http://www.breatheHR.com) where you and your customers can find out more about the product and watch our recorded video webinars.

Alternatively call our team who will be happy to arrange a personal introduction to the product and answer any queries you have.

## Who do I contact ?

Call our team today on **08445 611 223** or email: [info@breathehr.com](mailto:info@breathehr.com)