spica

PARTNER OPPORTUNITIES

Invitation to partners for our four major products,
each with its own business model and partner opportunities...

DOOR CLOUD

www.doorcloud.com

DOOR CLOUD is a cloud access control solution based on a new generation of controllers with direct internet connectivity. Thanks to the innovative smartphone app, not only badges but also the readers can be eliminated and are in fact optional.

Spica seeks reseller partners primarily among security installers and operators, the companies that already install and manage video surveillance or intruder detection as a service. Door Cloud is currently concluding beta tests and is due for launch in June 2018.

ADVANTAGES

▶ Unprecedented flexibility and convenience through cloud and mobile access.

▶ Designed with partners in mind from the beginning.

▶ Smartphone app for badge-free access based on location.

▶ Smartphone app for duty officers (fast response).

▶ Integrated alarm and incident response workflow.

▶ Easily packaged as a custom tailored service.

BENEFITS

▶ Excellent addition to managed security services.

▶ Early entry into managed access control market.

▶ Flexible packaging of services.

▶ Less IT overhead (no servers or workstations to install or manage)
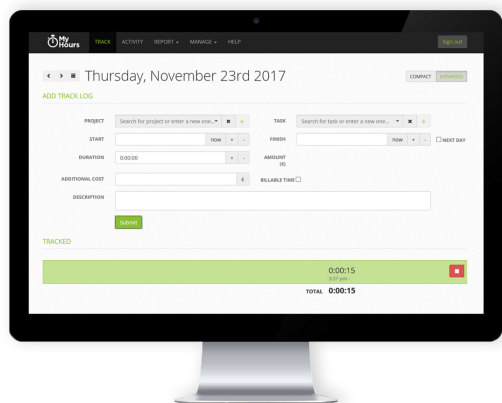
OTHER PARTNER OPPORTUNITIES

▶ Consultants and specifiers working with propriety management companies (construction, facility management, site management, building management services).

▶ Manufacturers of access controllers and intelligent locks seeking new sales channels.

PRODUCT CHARACTERISTICS

| Access Control | Cloud Service | HID Readers and Spica Controlers | Readerless Access | Aperio Wireless Locks |

MY HOURS

www.myhours.com

MY HOURS is cloud based time tracking solution for freelancers and small teams providing the hours spent on tasks, projects and clients. My Hours is free to use for individual users, only the team users are charged.

Spica is looking for integration partners from ERP, HRM and project management sector for cross-marketing initiatives.

ADVANTAGES

▶ A service with excellent growth, conversion rate and user retention.
▶ Access to highly profiled freelance professional customer base.

BENEFITS

▶ Excellent customer traction and growth.
▶ Over 20.000 daily users.
▶ Very focused user base of online professionals and freelancers.

OTHER PARTNER OPPORTUNITIES

▶ Institutional buyers for large organisations or government.
▶ In-app advertising to free subscribers - excellent access to online professionals (programmers, copy writters, designers, translators…).

PRODUCT CHARACTERISTICS

Time Tracker   Cloud Service   For Freelancers And Small Teams   Fast-Growing International User Base
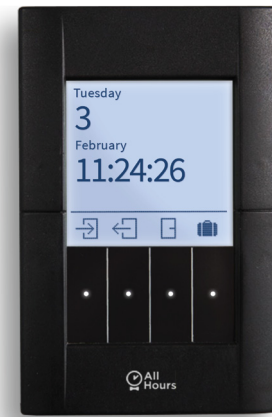
ALL HOURS

www.allhours.com

ALL HOURS is cloud based time & attendance solution for small and middle sized organisations looking for simple-to-use yet powerful and modern set of features. All Hours is sold both directly, and through partners.

Spica is looking for partners primarily among application portfolio portals and time & attendance or HRM specialists.

ADVANTAGES

▶ Top rated solution by users, excellent retention rate.
▶ Praised for user friendliness, zero learning curve.
▶ Smartphone clocking with geolocation and BLE beacons.
▶ Also classic badge clocking and also fingerprint clocking.
▶ Available in 8 languages.
▶ Aggressive pricing.

BENEFITS

▶ Intuitive, self-explanatory, zero training for users.
▶ Low intensity support with minimum training for partners.
▶ Revenue sharing scheme, long-term reliable income.
▶ Additional direct revenues from services.

OTHER PARTNER OPPORTUNITIES

▶ Integrators, installers, consultants and general IT support companies looking for wide customer base, low entry business - installation and support for All Hours time clocks and perhaps also general All Hours consulting.
▶ Organic ecosystem partners wanting to bundle All Hours with their service (HRM and Payroll services, outsourcing agencies).
▶ Manufacturers of time recording terminals wishing to boost their sales by including their products into supported hardware portfolio, perhaps also selling terminals through All Hours portal, or perhaps bundling terminals with free All Hours version.

PRODUCT CHARACTERISTICS

| Time and Attendance | Cloud Service | 1-100 Employees | Mobile and Web Clocking | Fingerprint or RFID readers |

TIME & SPACE

www.timeandspace.eu

TIME⊗SPACE

TIME&SPACE is Spica's flagship product, a complete solution for access control and time & attendance management. It is sold through reseller partners in more than 15 countries throughout SE Europe and Middle East.

Spica is looking to expand and further develop the reseller partner network with new partners from around the world.

ADVANTAGES

▶ Well established, feature rich product with thousands of satisfied international customers.

▶ Continuous software and hardware development, integration-friendly APIs.

▶ Native time clocks and access controllers (Zone range by Spica).

▶ Optimized support for both MSSQL and Oracle.

▶ SAP certification.

▶ Native support for HID reader range.

▶ Support for Assa Abloy Aperio and VisionLine wireless locks.

▶ Two-way integration with Milestone XProtect video surveillance software.

▶ Support for generic card and biometric readers.

▶ Support for Morpho Sigma biometric time clocks and readers.

▶ Support for TBS and IrisID biometric time clocks and readers.

▶ Top rated technical support.

▶ Competitive prices.

BENEFITS

▶ Partner project protection and project referral scheme.

▶ Up to 50% rebate to suggested end-user prices.

▶ Direct revenues from peripheral sales, installation and support.

OTHER PARTNER OPPORTUNITIES

▶ Spica is also looking for hosted business service providers who would be interested in offering managed Time&Space to their customers.

PRODUCT CHARACTERISTICS

| Time and Attendance | Access Control | Medium to Very Large Corporations | Wide Range of Terminals and Integrations | SAP Certified |

ABOUT US

www.spica.com

spica

SPICA INTERNATIONAL is the leading regional manufacturer and provider of automatic identification and data collection solutions. Spica's success is based on its own products and brands, and carefully nurtured in-house R&D process. Spica has offices in 5 countries in SE Europe with headquarters in Ljubljana, Slovenia. Spica has reseller partners and customers in 20 countries including UK, Russia, UAE, Saudi Arabia, South Africa, Romania and Kazakhstan.

Spica is looking primarily for partners interested in bringing Spica products to their own markets. Spica is also looking into partnering with hardware manufacturers wishing to expand their sales through Spica sales channels.

COMPANY DETAILS

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ISO/IEC 27001   I-038

SIQ · I·Net CERTIFIED MANAGEMENT SYSTEM
ISO 9001   Q-031

Door
Cloud

My
Hours

All
Hours

TIME SPACE