

HUBT BROKER
AUTOMATIC, SECURE DATA TRANSFORMATION

PARTNER HANDBOOK

Driving Digital Transformation Together



1. About HubBroker ApS

HubBroker ApS is an international provider of cloud-based integration solutions (EDI, API, RPA), specializing in automating data flows between ERP, CRM, and e-commerce systems.

Our iPaaS (Integration Platform as a Service) ensures seamless, error-free communication between trading partners.

Website - www.hubbroker.com

Headquarters - Denmark

Target Market - Europe, USA

Ideal Customers - SMEs, Large Enterprises, IT Service Providers



2. Partnership Goals

Target Region - DACH (Germany, Austria, Switzerland)

Goals -

- Acquire new customers in the DACH region.
- Offer localized integration services and support.
- Generate shared revenue and promote mutual business growth.
- Strengthen HubBroker's market presence through local partners.



3. Value Proposition

- **Simplified Integration** - HubBroker provides an intuitive, no-code platform with drag-and-drop tools, enabling both technical and non-technical users to manage integrations without heavy reliance on developers.
- **Comprehensive Data Exchange** - HubBroker covers a range of B2B data exchange needs:
 - ✓ **EDI** - Streamline the exchange of business documents (purchase orders, invoices, shipping notices).
 - ✓ **E-Invoicing** - Automate invoicing processes with real-time validation and secure delivery.
 - ✓ **API Integration** - Seamlessly connect applications and systems.
 - ✓ **Intelligent Document Processing (IDP)** - Convert unstructured data into machine-readable formats.
 - ✓ **Increased Efficiency** - Automate data exchange and business processes, reduce manual effort, speed up transactions, eliminate data silos, and optimize supply chain operations.
 - ✓ **Scalability & Security** - Our platform supports high-volume transactions and adheres to industry-leading encryption standards, ensuring security and compliance.
 - ✓ **Cost Reduction** - Automate processes to lower operational costs and reduce compliance-related risks.

4. Types of Partnerships

We offer three partnership models to suit different business needs:

- **Referral Partner**
 - ✓ Refer potential customers to HubBroker.
 - ✓ Earn commissions upon successful contract closure.
- **Implementation Partner**
 - ✓ Assist in system setup and configuration.
 - ✓ Requires technical knowledge (ERP, EDI, API).



- **Reseller Partner**

- ✓ Sell HubBroker services under your brand.
- ✓ Manage billing and contracts directly with clients.

5. Solutions Offered

- **EDI Integration Services** - Integration with ERP systems (Microsoft Dynamics, SAP, e-conomic) for business documents (invoices, orders, delivery notes).
- **API Integrations** - Automated data transfers for e-commerce platforms (Shopify, Opencart).
- **RPA & Custom Automation** - Eliminate manual tasks and ensure data consistency.
- **iPaaS Platform** - A cloud-based dashboard for monitoring, mapping, and error handling.

6. Partner Benefits

- Competitive commission structure
- Access to the partner portal
- Comprehensive technical training and documentation
- Co-marketing and lead sharing
- Access to demo systems
- German-language sales support

7. Sales & Marketing Support

- Branded marketing materials (**German & English**)
- Joint campaigns, webinars, and events
- Case studies, whitepapers, and presentations
- Lead follow-up and proposal assistance

8. Technical Training & Support

- Onboarding webinars for partners
- Access to technical documentation
- German-speaking sales support
- Technical support via our Denmark headquarters
- Sandbox environment for testing and development

9. Communication & Contacts

- **Partner Manager - DACH Region**

Name - Jens Toke

Email - partner@hubbroker.com

Phone - +4531466800

- **Technical Support**

Email - support@hubbroker.com

- **Partner Portal**

<https://hubbroker.com/partner/>

10. FAQ - Frequently Asked Questions

Q1 - How is billing handled?

Billing is either handled directly by HubBroker or through a reseller, depending on the partnership model.

Q2 - Is certification required?

Yes, implementation and reseller partners must complete a brief certification process.

Q3 - Which systems can be integrated

HubBroker supports integration with over 10 -20 ERP, e-commerce, and CRM systems.

A full list is available on the partner portal.

