



Programa de Parceiros Exclusivos LATAM — Piloto gratuito de 30 dias, 10 usuários, sem contrato.

Distribution Partnership

Be the first to offer AI-native SaaS in your catalog. Category creation — early mover advantage.

Value Proposition

- New category in your portfolio — no distributor in Brazil currently offers AI platform
- Partner margin: 15-25% on all reseller transactions
- Catalog-ready: datasheet, pricing, positioning provided
- Vendor registration + co-marketing support + reseller materials kit
- Recurring revenue per reseller per customer — scales naturally

How It Works

You list Tess in your distributor catalog. Resellers order through you. You bill Tess, manage fulfillment, keep margin. Tess supports resellers directly. Everyone scales together.

Revenue Example

20 resellers × 10 users per reseller × R\$99/month × 12 months = R\$238,000/year. Distributor margin 15-25% = R\$35,700-59,500/year.

What's Included

- Vendor registration & catalog setup
- One-page product datasheet (catalog-ready)
- Reseller materials kit (pitch deck, ROI calculator, demo access)
- Co-marketing: co-branded launch email, webinar support
- Deal registration protection for key accounts

Exclusividade LATAM

Primeiro distribuidor a ter AI-native no catálogo LATAM ganha vantagem competitiva permanente. Estamos conversando com 3 distribuidores — apenas 1 será selecionado por região. Vagas se esgotando.

Next Steps

Piloto gratuito de 30 dias — 10 usuários, sem contrato. Vagas limitadas por vertical em toda LATAM. Seu concorrente direto já está em conversa.
