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## **SaaS MAX to Launch Inaugural “Partner Perspectives” Monthly Live Online Events Featuring Successful SaaS VARs & Solution Providers**

**Starting Friday July 17, at 10am PT / 1pm ET**



**July 13, 2015, San Diego, California** – [SaaS MAX Corp.](#), the premiere Value-Add SaaS Distributor that matches B2B Cloud Software Vendors with Reseller Partners, is proud to announce the Partner Perspectives Monthly Live Online Event Series, beginning Friday July 17, 2015 at 10am PT / 1pm ET. The series will be hosted by SaaS MAX VP Reseller Engagement & Matchmaking, Clinton Gatewood.

**Named “Crossing the SaaS M™- Partner Perspectives,” Clinton will lead peer to peer discussions addressing the secrets to successfully building a SaaS Solution Provider Practice.** The Channel is hearing a lot these days about the explosive growth and widespread adoption of business cloud software (SaaS), but it’s not always clear what it means for channel companies who are VARs, MSPs, Agents or other Solution Providers. The SaaS MAX Partner Perspective Series will provide The Channel with the opportunity to hear from SaaS Resellers and Partners who are successfully selling SaaS and adding more SaaS to their line cards, profiting from the software sector’s transformation.

Clinton Gatewood shares, “The new SaaS MAX Partner Perspectives monthly series is a much needed addition to the Reseller Community via its peer-led forum. We’re bringing together a panel of SaaS MAX Resellers who sell multiple SaaS applications every day and are building up a steady stream of recurring commissions.” This month’s panelists include:

- Michael Riches, Founder and Owner of Buckeye POS, Pelican POS, and part-owner of Solution Pronto. Based in Columbus, Ohio, Buckeye POS and Pelican POS were conceived to offer Point of Solutions for bars, restaurants, and other small businesses.
- Jamie Lin, Founder AND CEO of Gizmo Global, Emeryville, CA. Founded in 2001, Gizmo supports small and medium sized businesses. Her team develops custom software as well as SaaS evaluations. Core verticals include financial services, retail and consulting services.

**Who should attend?** During this one hour conversation the panel will touch upon several key topics of interest to VARs, MSPs, Agents & Any Trusted Advisor incorporating SaaS into their line of business.

**Discussion topics:** During the panel discussion, the following topics will include:

- WHY YOU NEED TO BE SELLING SAAS- AND THE BUSINESS OPPORTUNITY IT PROVIDES
- HOW TO MANAGE THE VENDOR AND CLIENT RELATIONSHIPS, AND WHAT TO EXPECT
- HOW YOU MAKE MONEY AND HOW YOU COMPENSATE YOUR STAFF

- PEER TO PEER ADVICE, Q&A

To learn more and register for this free, live webinar follow this link:

<http://landing.saasmax.com/partnerperspectives/>

**About SaaS MAX Corp.**

SaaS MAX Corp. is the ultimate Value-Add SaaS Marketplace and Distributor for business cloud software vendors (“SaaS Vendors”) and resellers to create new revenues and partner opportunities. Resellers, who can join for free, leverage SaaS MAX to find and compare a broad array of SaaS applications, learn about their respective Reseller Programs, and earn special commissions and incentives as member of the SaaS MAX Community. SaaS Vendors showcase their solutions to B2B Resellers and Buyers, receive thoughtful introductions to reseller prospects, pro-active channel marketing support and tools to help them build world class reseller programs. To learn more, visit us at [www.SaaS MAX.com](http://www.SaaS MAX.com) and follow us on Twitter [@SaaS Max](https://twitter.com/SaaS Max)