



Partner Program Overview

Powerful apps for smarter operations

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Why Partner With Us?

Our apps make Business Central easier to implement, enhance, and sell

Expand your business with recurring revenue

Boost recurring income by adding subscription apps to every project. Upsell with confidence and build long-term value for your customers.

Stand out with solutions customers love

Quickly solve customer pain points with ready-to-use apps across Finance, Inventory, Manufacturing, and beyond, helping you secure deals faster.

Partner with a proven leader

With over **25 years** of NAV and Business Central experience, our **70+ AppSource** apps have been tried and tested for more than **20 years** and are trusted by **10,000+** users worldwide.

Your journey starts here

Apps that make every project smoother, smarter, and more profitable.

A Suite of Apps

Built for Dynamics 365 Business Central

→ Modular

Apps tailored to Finance, Inventory, Manufacturing, and more.

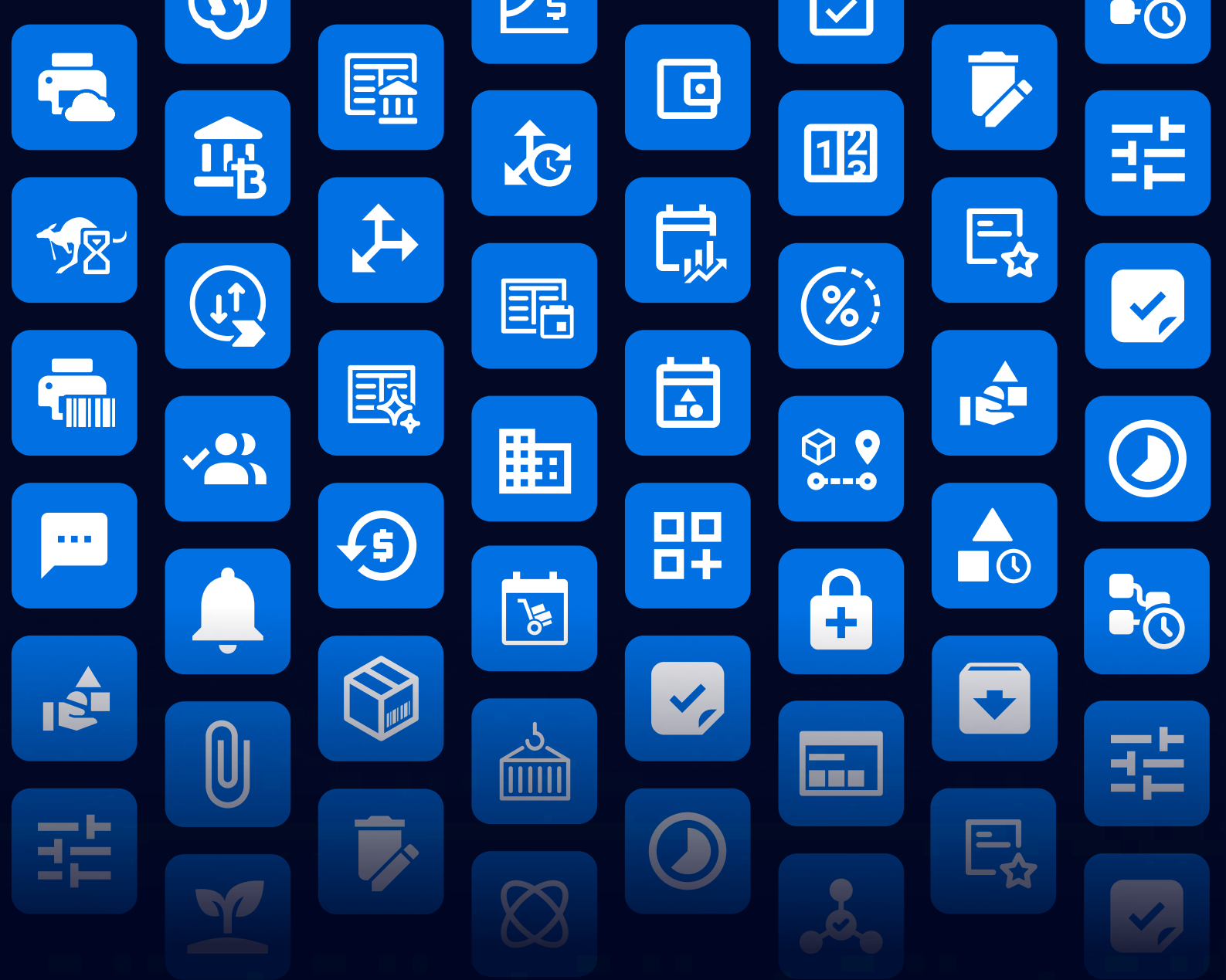
→ Packs

Essential apps bundled together at a **significantly reduced price**.

→ Connectors

Fenwick Apps are built to connect – pre-built connectors let apps work seamlessly side by side.





Apps for Every Occasion

Built to extend the capabilities of Dynamics 365 Business Central, Fenwick Apps provide solutions for industries, regions, and use cases across the globe. Covering functional areas such as:

- ✓ Finance Apps
- ✓ Administration Apps
- ✓ Inventory & Warehousing Apps
- ✓ Manufacturing Apps
- ✓ Project Management Apps
- ✓ Supply Chain Apps



Deployed in

20+ Countries

Top 1% of
Publishers on
AppSource

25+ years Building
for Business Central

Key Benefits

Designed to help you succeed at every stage of the journey



Demonstration Support

Get hands-on assistance from the team of specialists to deliver impactful demonstrations for key client sales.



Flexible Billing Options

Choose the billing option that works best for you, with options for Direct Billing or Quarterly Commission payments.



Lifetime App Access

Enjoy free, unlimited access to demo versions of all Fenwick Apps in both sandbox and production environments.



Referral Commissions

Earn competitive referral payments for every app subscription linked to your Partner Microsoft Entra ID.



Comprehensive Resources

Access to guides, support, and setup instructions to maximise success in the program.



Quarterly Payments

Timely, consistent commission payments processed quarterly once the payment threshold is met.

**Access
Unlimited Trials**

Earn **20%
Commission**

Your Earning Pathway

1

Demo

Access unlimited demo licenses across all Fenwick Apps to showcase solutions directly to your customers.

2

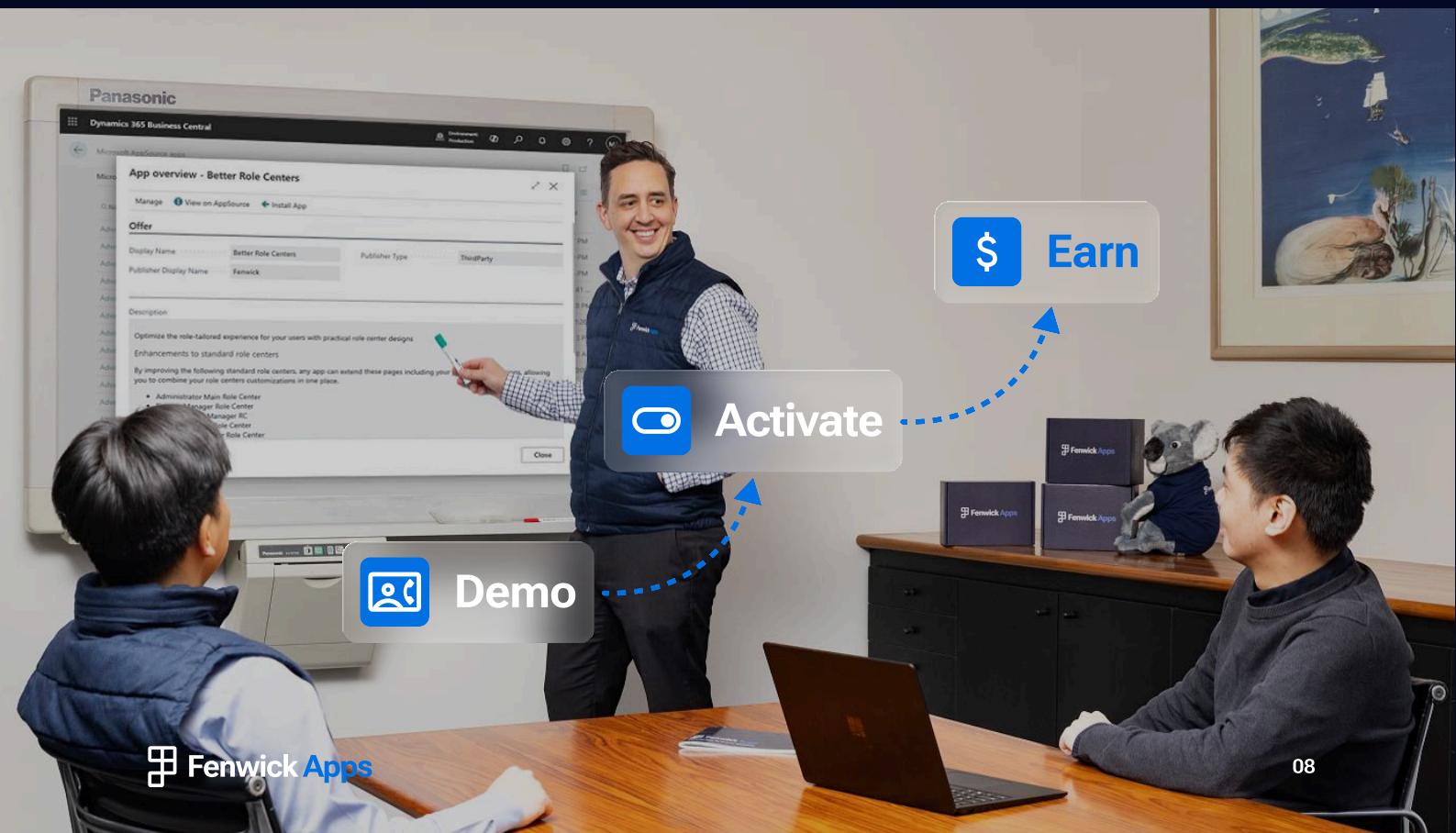
Activate

Activate new and existing customers to earn commissions. Our onboarding guide makes the process easy.

3

Earn

Earn 20% commission on every app you sell and boost your earnings even further with every customer review left on AppSource.



Simple, Transparent Billing

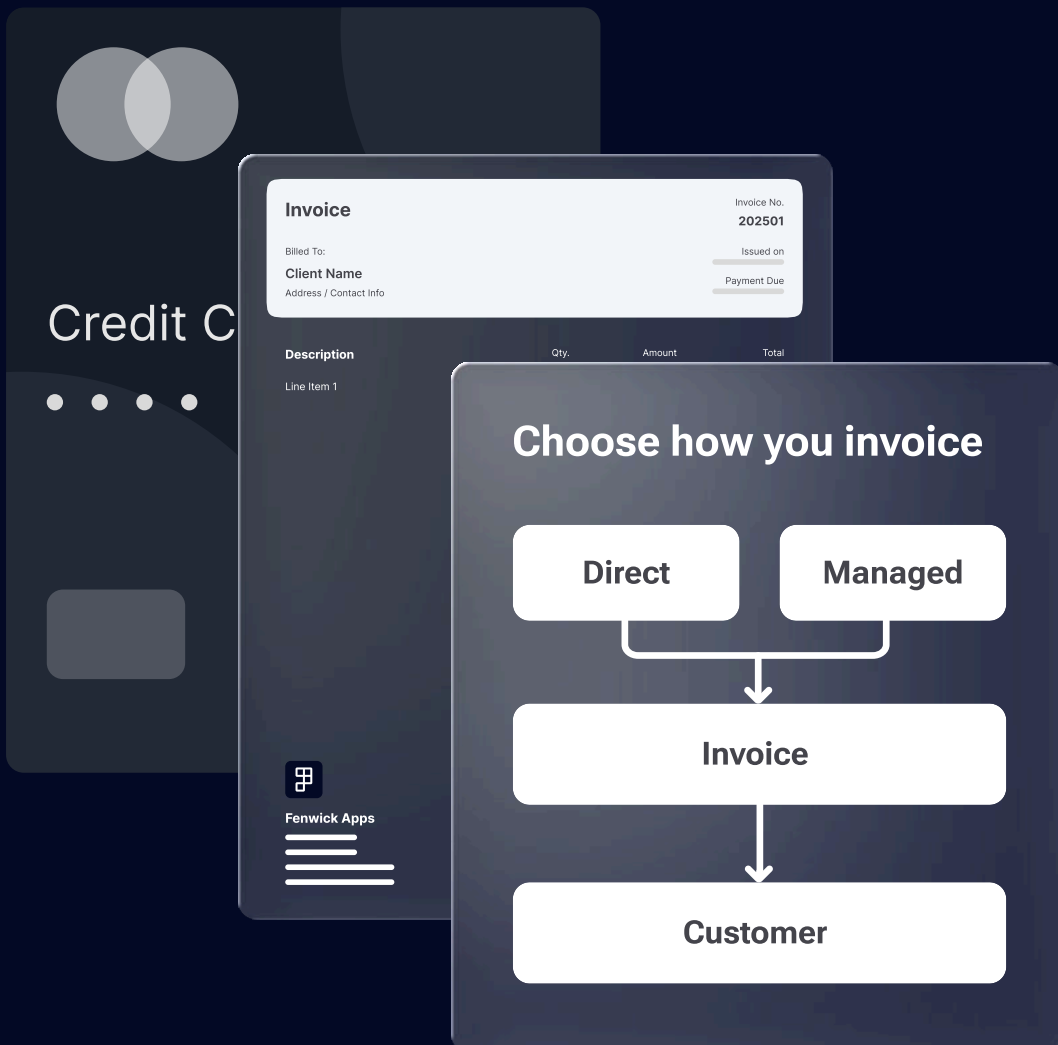
Choose how you invoice

Managed billing

Let us handle it. Customers pay their app subscriptions by credit card and receive invoices directly. You can focus on delivery and support, without the need to manage monthly app invoicing.

Direct billing

Manage invoicing yourself and send one consolidated invoice to your customer monthly or yearly. This keeps billing under your brand and strengthens your client relationship.



Partner Commissions

Fenwick partners earn a 20% commission on every app sold, whether it's a subscription or transaction-based app. This ensures you're rewarded for every client engagement, no matter how the app is billed.

20%

Quarterly payment schedule

Commissions are paid quarterly once the payment threshold of 100 in your local currency is reached. This approach ensures a consistent and predictable pay out process

Commissions applied based on your billing model

Managed billing

Under Managed Billing, Fenwick Apps invoices and collects payment directly from the end customer. You'll receive a **20% recurring commission** on the net subscription revenue for each active customer linked to your Partner ID.

Direct billing

With Direct Billing, you manage customer invoicing directly and maintain full control over how apps appear on your client invoices. Fenwick applies a **20% line discount** on each monthly or annual invoice we send you. This discount represents your partner commission and allows you to **build your margin** when invoicing your customer.

Billing model summary

Billing Model	Who Invoices the Customer	Partner Commission	Payment Method	Payment Timing
Managed Billing	Fenwick invoices the customer	20% recurring commission	Paid to partner	Quarterly
Direct Billing	Partner invoices the customer	20% line discount on invoice	Retained by partner	Monthly or yearly

Boost Your Commission

Earn up to 30% on your quarterly commission through case studies created in collaboration with us and customer reviews on AppSource.

Customer & partner case studies

Case studies bring our joint success stories to life. By showcasing how your customers use Fenwick Apps, or by sharing your own partner journey, we can highlight real results, inspire others, and increase visibility for both our brands.

Customer reviews on AppSource

Sharing your experience (and encouraging your customers to do the same) helps new users discover Fenwick Apps with confidence. Every AppSource review strengthens trust in the marketplace, and we'll reward you with additional commission for each one.

+5%

Customer case study

Commission for every customer case study created in collaboration with Fenwick Apps.

+5%

Partner case study

Commission for providing a partner case study (sharing your success story with Fenwick Apps).

+1%

AppSource review

Commission for every customer review left on AppSource.



Tailored Enablement

We're committed to helping our partners succeed at every stage, from selling to implementing Fenwick Apps. Our enablement resources are designed to build confidence, strengthen expertise, and support you in delivering exceptional results for your clients.

Sales enablement

Equip your team to sell with confidence

Access resources that help you position Fenwick Apps to your clients. From sales materials to customer insights, we provide the tools you need to showcase value and drive meaningful conversations.

Product enablement

Deliver expert solutions with Fenwick Apps

Build your technical knowledge with product documentation, training, and guides. Gain the expertise to configure and support Fenwick Apps effectively across your clients' Dynamics 365 Business Central environments.

Become a Partner

Get in touch

30%



Let us know you're ready to take the next step.

Get the agreement

60%



We'll send the agreement over to sign.

Get onboard

100%

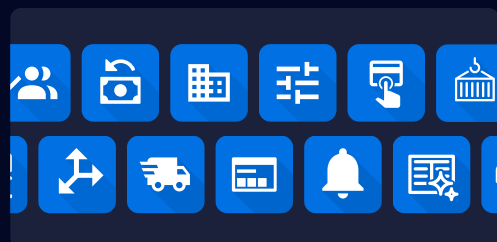


Complete the onboarding and you're ready!

Get started

Book a chat with our Partner Manager to explore the program and see our apps in action.

[Book a chat](#)



Showcasing Your Business

How we show you on our website

- We'll list your company on our website Partners page with your company logo and a link to your home page.
- To get started quickly, we'll source your logo from your public website.
- If you prefer a different file (e.g., SVG, dark/light variant), please email it to partners@fenwick.app along with any brand-use notes.
- Want changes or removal later? Just email us and we'll update it within 10 business days.



Meet Our Team

Get to know the people behind Fenwick Apps. Our team combines deep product knowledge with years of experience in Dynamics 365 Business Central to support our partners at every stage. From development to partner enablement, we're here to help you deliver the best outcomes for your clients.



Greg Galloway

Chief Executive Officer



Brad Foot

Chief Operations Officer



Johnathan Gonzalez

Partner Success Manager



Ryan Mortimer

Product Specialist



Yusheng Shu

Lead Product Developer



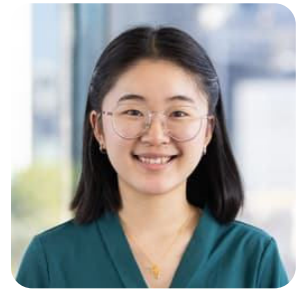
Yeonsoo Ko

Product Developer/Support



Nic Di Blasi

Product Developer/Support



Skylar Khant

Product Developer/ Support



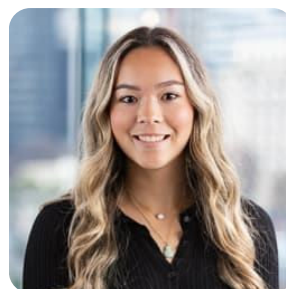
Tuan Nguyen

Product Developer/ Support



Jamie Reichard

Senior Marketing Manager



Jessica Montgomery

Marketing Coordinator

Resources and Contacts

Key contacts

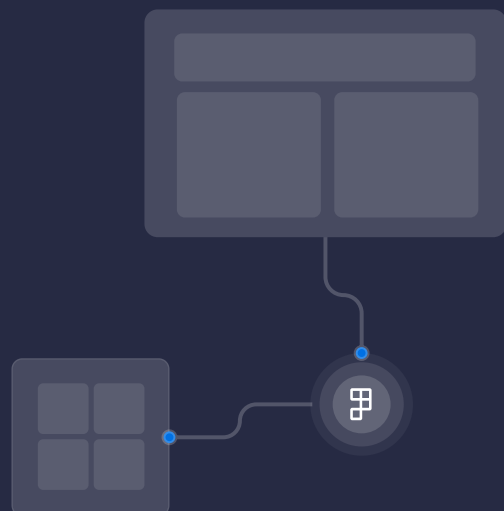
Chief Executive Officer	Greg Galloway	partners@fenwick.app
Partner Success Manager	Johnathan Gonzalez	partners@fenwick.app
Apps Support	Product Team	support@fenwick.app

Additional resources

Onboarding guide	fenwick.app/partner-program-onboarding_guide
Pricing guide	fenwick.app/pricing-guide
App booklet	fenwick.app/international-booklet
AppSource review guide	fenwick.app/appsource-review-guide
Book a meeting	fenwick.app/partner-program-bookings

Your path to partner
success starts here

[Book a chat](#)



Your One Stop for All the Apps You Need



Referral commissions



Continuous support



70+ apps & 8 packs



Great outcomes start with great conversations

[Book a chat](#)

Website
fenwick.app

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enquires@fenwick.app

LinkedIn
[@fenwick-apps](https://www.linkedin.com/company/fenwick-apps)