



Affiliate – Zway Pack

Heading 1

Affiliate – Replace SaaS on a monthly or Annual plan with Zway on a lifetime License and save every small to medium company at least \$1,000 a year for each employee they have. In many cases, the savings will be much more.

Heading 2**

Sell a product that ALL Companies use. (99% of companies over 3-years-old pay for 29 of. Average investment per USER is \$2,623.

Average YEARLY investment per company (5 employees) is: \$13,115

If 50% of these apps can be replaced for a once off investment of \$995, the company would save \$5,562.50 EVERY YEAR. The MORE employees they have.. The more they save.

** [Surveys by Productiv in 2023 report](#) published online.**

Heading 3

SaaS is sold mostly on a recurring revenue model. This is either monthly or annual payments that go up every year. Costs for most companies are getting out of hand and they are looking for solutions.

Zway Business Automation Suite offers apps that all work together from one log-in and the features are just the same as most of the apps companies already pay a small fortune for, every month, every year. – The proposition is: Pay just once £995 and replace the stuff you are renting with a license for life – Pay once only – and save £000's.

The Apps inside Zway Business Automation Suite are too numerous to count (over 59 anyway) but they are generally categorised as:

- CRM
- e-HR (Personnel Management)
- Service Desk (Ticketing)
- Asset Management
- Resources Management
- Document storage and Management
- Projects Management
- Contracts Lifecycle Management

Suitable for

This opportunity is suited to any Affiliate that sells B2B and already has contacts in Small to Medium Businesses. It is particularly suited to any Affiliate that already offers cost savings



analysis, Energy usage consulting or any other money-saving consulting or service to business owners.

Territory

Zway is primarily used in English. So, any English-speaking territory is a suitable market.

Introduction

SaaS stands for “Software as a Service”. It just means that instead of a business putting software directly onto their devices (phones, PC’s Macbooks etc), they can instead just open any browser and use the software online.

SaaS has two main benefits to a business:

1. Updates made by users are instantly shared amongst other users and not just held on the device being used.
2. All the information is stored in the cloud and password protected, meaning that loss of a device will not cause security issues.

There are many other reasons why nearly ALL software consumed by SME (Small to Medium Enterprise) is now supplied as SaaS, not least the fact that it can be instantly rolled out or cut back as employee numbers change.

However, there is one massive disadvantage of SaaS.

The way SaaS suppliers charge for these apps is nearly always on an annual or monthly basis and nearly always charged on a pay per employee basis.

This creates huge bills every month for a business with several employees, using several different apps.

Zway Business Automation Suite replaces these SaaS apps and is paid for by one initial payment and no more ongoing costs. However, Zway is also delivered as a SaaS, it’s just not charged in the traditional way.

Detail

Some of these apps are so integral to your client company and to society, they are nearly irreplaceable. Apps such as Microsoft 365, Google Mail, Adobe PDF’s etc are not on our “to be replaced” radar.

However, at least 50% of all apps used in the SME are used to AUTOMATE common or repetitive tasks and to store and share information or tasks. These are the target for the Zway Business Automation Suite.

Whilst every company is different, the apps they all use are the same. The top 5 apps in use across most companies are:

1. CRM (Customer Relationship Management)
2. E-HR (Electronic Human Resources)
3. Help Desk or otherwise known as Service Desk or Support Tickets



4. Document Management
5. Task Management

The suppliers we target are in their thousands, but here are the top ones:

Zoho, Pipedrive, Freshsales, Monday, Zendesk, Insightly, Sugar, Salesforce, MS Dynamics, Netsuite, Clickup, Asana, Basecamp, Trello, Dropbox, Sharepoint, Docusign, Panda, SAP Ariba, Capdesk, MaintainX, Bamboo, Cezanne, Workaday, Tradify, Brightpearl, Netstock, Freshworks, Agileloft, Tidio, Helpscout, Clockify, Buddy Punch, and many more.

Find any business using SaaS apps like these and offer to STOP their on-going payments and save them \$000's every year. In some cases, £000's every month!

Offer to replace these apps with a suite of pre-integrated apps that do the same things for a simple one-off payment. This payment allows them to use the platform with a Non-expiring, Right To Use License.

Product Details

Zway Business Automation suite has all the following applications built in.

- Product and Services Catalogues and BOM tools
- Contacts and Lead Management
- Integrated Calendars for meeting booking
- Estimates and Quoting
- Opportunity & Proposals Management
- Sales and Purchase Orders Processes
- Contracts Lifecycle Management
- Secure Document Storage, Tracking, Version Management & Distribution
- Standard Operating Procedures (SOP) Automation
- HR functions such as Holidays and Attendance Processes, Timesheets Expenses
- Project and Team Task Management (Kanban boards and Gantt charts)
- Asset & Resources Management and Tracking
- Suppliers and Stock Management
- Service and Help Desk Ticketing applications.

These apps cover more than any normal business will use and (in most cases) offer greater functionality and more features than the legacy apps they pay so much for.

There is an added benefit to the purging and replacement of these legacy SaaS applications. In most cases these SaaS apps have been purchased and signed up for monthly plans by Departmental Managers using them in isolation from the rest of the business. Then, when discovered, extra effort and cost must be applied to integrate them to the other applications in use (purchased by others). This integration often adds to the overall cost as extra tools such as Zapier and Make.com are utilised to create processes that use more than one individual app.



The Zway Business Automation Platform is pre-integrated. This means that no matter which apps you use, every other app will automatically use the information stored, creating a single point of truth for all data, and creating end-to-end processes without any effort.

- Affiliates selling the Zway “code packs for up to 5 employees” at \$495 in one month period will receive commissions of 50%
- Affiliates selling the Zway “code packs for each user” at £150 each will receive 40% commission. (Note: This pack can only be sold as an add-on to the Main Pack of 5).

This is a completely new offer, we have never sold our products in this way before, so have no supporting, historic sales data. Zway typically sells the Zway Business Automation suite as SaaS to larger companies at £199 per month / user.

For selling the Zway Business Automation Pack for up to 5 Users” you will receive \$247.50 per sale.

Our current conversion from Warm enquiry to sale of SaaS contracts is 10%, so you would expect to earn at least \$24.75 EPC. Whilst for cold conversions it could be more like \$2.47 per click. The EPC’s quoted are held for 90 days.

ROI Justification – An easy decision to make for most business owners.

Because this is a one-off purchase with a 30-day money back guarantee, there is no need to closely examine the exact features and cost justification of each app. Just gradually transfer data from old legacy SaaS deals and change over to the new Zway Business Automation suite as soon as you are ready.

The 2021 [SaaS Metrics Report by OpenView Partners](#), which also highlights that 92% of SaaS companies use a recurring revenue model. This report analyses key metrics and trends in the SaaS industry.

[The Pacific Crest SaaS Survey conducted by KeyBanc Capital Markets](#), which found that 92% of SaaS companies use a recurring revenue model. This survey is published annually and provides insights into the SaaS industry.

How to become a Zway affiliate?

- Visit: <https://www.zwayonline.com/affiliates>
- Read the terms and conditions
- Sign up by clicking the button and having a quick call with us.
- Start promoting and earning!



How to promote Zway's products

Zway products are always of high quality and value-for-money and so you won't face much difficulty promoting them.

You can use any creative way to promote the product you like if they are not violating the terms and conditions.

Here are some ideas on how you can promote them easily:-

- Write a blog article about the product you are an affiliate of by simply describing the product and link to your affiliate offers.
- Put ads on your blog about the product you're an affiliate of that your readers can click through.
- Create videos on the product and embed affiliate links into your video content on YouTube or other social media platforms.
- Promote affiliate links on your social media platforms & various forums.
- Insert affiliate links in your product reviews and tutorials.
- If you have a website, place affiliate banners there.
- If you have your own products to sell, add affiliate links to those as well.

These are just a few ways. I am sure you will have many more ideas that are more creative and out of the box.

All Affiliates will have access to the following Pack includes:

Website / landing page <https://zwayonline.com/affiliates/>

SaaS Reports

Email Programme Templates

Social Media post templates

Advertising and promotion words

Free Demo site

Affiliate links for sign ups

Logo pack

Book Reviews :

https://www.amazon.co.uk/dp/B08F6RC8Q8?ref=pe_3052080_397514860#customerReviews

Video Hub on YouTube: [How to Zway](#)

Screen shot library.