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Newly formed Australian developer seeks partners

By Trevor Treharne | 20 February 2007 11:11 AEST

 GeekIT Solutions is on the hunt for partners after the Web development firm launched across Australia.

The developer offers a content management system, services and support, and firms can join its rebate-based partner program.

Benefits partners on the program will receive include financial incentives by way of a rebate scheme for each web solution sold; access to global Web development solutions; access to GeekIT Group initiated market opportunities; and inclusion in GeekIT Group marketing events, launches, PR activities, trade show participation and dedicated support.

Mary Henderson, managing director of GeekIT Group, told CRN the firm has developed a Web content management offering, which can be scaled up to enterprises, but GeekIT is focused on the mid-market of around 300 seats.

"We have put a traditional reseller program in place. A mid-sized firm can choose GeekIT as its Web development partner. Our rebate structure is paid on the license, the development, the project management and the hosting," she said.


Henderson claimed partners who supply a \$30,000 website can make between \$5,000 and \$7,000 using GeekIT in the back-end.

"We really want to specialise with partners and work with about 20 partners who are able to give us back the business we need," added Henderson.

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