We bring the technology. You transform the company.

We are looking for agencies and independent consultants to implement Netzo, an operational ERP, in SMBs with complex operations. You bring the know-how to make it work in each operation. We bring a product you don't have to build or maintain.

THE PROGRAM RULE

You bill your services. Netzo bills the subscription.

WHY NOW

DEMAND
Business AI starts with good records.

Companies that want to use AI on their own data first have to structure their operations. That work is a service, and someone has to do it.

POSITION
Being early counts.

In mature ecosystems you compete with many partners for the same customer. The first generation of Netzo partners builds its reputation from day one.

ACCESS
You shape the product.

We are a small team of engineers. Early partners work directly with the founders, and what they see in the field goes into the roadmap.

01 HOW YOU EARN

Every customer is a long-term relationship, not a one-off project.

Netzo is adopted in stages. These are the services you bill the customer directly at each one.

A · BEFORE GO-LIVE

- **Assessment** of the current operation
- **Qualification** with NETZO FIT and a business case
- **Process design:** what to keep and what to standardize

B · IMPLEMENTATION

- **Configuration** of Netzo to the operation
- **Migration** of catalogs, balances and inventory
- **Training** by role, with real tasks
- **Go-live** support on the floor

C · AFTER GO-LIVE · RECURRING

- **Support:** first level and continuous improvement
- **Expansion** to new departments, warehouses or companies
- **Integrations** with other systems via API and webhooks
- **Analytics and AI:** reports and agents on structured data

RESULT Project revenue in A and B, plus recurring revenue in C, from the same customer.

02 WHAT NETZO PROVIDES

You focus on the customer's operation. The rest is our job.

PRODUCT
An ERP you configure, not code

Your time goes to assessment, processes and adoption, where you make the difference. Development, infrastructure, security, updates and CFDI stamping are on us.

PLATFORM
Open to build on

API documented in OpenAPI 3.1, scoped API keys and webhooks. An MCP server to connect AI agents, with human approval for every change.

ENABLEMENT & SUPPORT
The vendor behind you

Discovery guide, business-case templates, sales materials, a demo environment and second-level technical support.

CONTINUED ON THE BACK →

03 WHO YOU SELL TO

You sell on operational complexity, not headcount.

The ideal customer is a Mexican SMB that has outgrown what Excel can hold, and for which an enterprise ERP would cost more than it returns.

NETZO FIT · 8 QUESTIONS BEFORE INVESTING HOURS IN A PROSPECT

Complexity	Does it have several departments, warehouses or transformations that depend on each other?	Yes · No
Information pain	Does the operation depend on Excel or on key people?	Yes · No
Economic impact	Is material capital, error cost or time at stake?	Yes · No
Traceability	Do customers, ISO or audits require traceability?	Yes · No
Urgency	Is there an active problem or project today?	Yes · No
Sponsor	Is an owner or director committed to the change?	Yes · No
Change	Is there an internal owner and willingness to change?	Yes · No
Product fit	Does Netzo cover what is critical to their operation?	Yes · No

READING Yes to most? A discovery conversation is worth it.

04 PARTNER PROFILE

We look for people who understand operations and enjoy technology.

YOU FIT IF…

- **Customers:** you already work with industrial, distribution or manufacturing SMBs
- **Knowledge:** you understand inventory, purchasing, production and costing
- **Technology:** you're comfortable with data, APIs and AI, and want to build with them
- **Judgment:** you'd rather structure a process than code an exception

We're not looking for license resellers, or for custom builds that avoid adopting structure.

WHAT WE EXPECT FROM YOU

- **Capability:** get certified and stay current with the product
- **Honesty:** qualify with evidence and say no when there's no fit
- **Method:** understand before configuring, structure before customizing
- **Adoption:** measure success by use on the floor, not just go-live

An implementation that pleases management but punishes the operator is not a success.

05 THE OBJECTIONS YOU'LL HEAR

Answer every objection with a question, not a feature.

CURRENT SYSTEM
"We already have an ERP or accounting system."
What part of the operation still happens outside it?

UNIQUENESS
"Our operation is very particular."
Let's classify each need: process, configuration, integration or development.

PEOPLE
"My people won't use it."
Which tasks feel like extra data entry today?

TIME
"We don't have time to implement."
How much time goes into reconciling and firefighting today?

MONEY
"It's expensive."
Compared to what cost?

EXPECTATION
"What we want is AI."
What reliable context does AI have to answer with today?

06 GETTING STARTED

01	02	03	04
Conversation	**Certification**	**First guided project**	**Your own practice**
30 minutes to learn about your practice, customers and region.	Training on the product and the implementation method.	You implement with the Netzo team at your side.	You work independently and grow your portfolio.

Let's build the first generation of Netzo partners.

We review the program's commercial terms in the first conversation. For your customers, hand them the "Netzo for companies" sheet.

LET'S TALK PARTNERSHIP

Web netzo.io
Email hello@netzo.io
WhatsApp +52 821 146 3625