



Gateway to the Paperless Office

JONOKE VALUE ADDED RESELLERS

MEDIFILE CERTIFIED CONSULTANT (MCC)

Jonoke Software Development Inc. has a focused commitment to the future of its partners and clients. We provide an industry-leading medical office solution, and – for the right sales partners – feature a competitive sales advantage. MediFile®'s continued development and increasing distribution equate to long-term opportunity.

With over 12 years of experience in software development, Jonoke has met with success for our continued dedication and hard work. The current MediFile® client base exceeds 1400 users who rely on MediFile® for a fully paperless Practice Management solution, complete with Electronic Medical Records (EMR). The demand for EMR continues to rise, and Jonoke is seeking sales partners to broaden the scope of MediFile®'s accessibility.

**WE BELIEVE OUR SUCCESS IS ROOTED
IN THE SUCCESS OF OUR PARTNERS.**

Jonoke is a future-focused company. Our belief is in leveraging technology to develop only cutting-edge software. We keep pace with the needs of the MediFile® community. Our Value Added Reseller (VAR) Program is designed for resellers who will share our vision of service and evolution, and serves to ensure the MediFile® user always receives the utmost in service. We believe our success is rooted in the success of our partners.

Discover Jonoke's commitment to building and supporting rewarding partnerships, enabling you to reach your goals and succeed in your business objectives.

MediFile® Certified Consultant Program

The MCC program is targeted at independent consultants or existing VARs whose business focus is providing training services to medical offices. An MCC will likely already be selling the services to the medical community already, or is a current user of MediFile® in a clinic and wants to start their own business.

Typically, an MCC does not sell hardware or networks. Instead, their expertise includes understanding a medical office through their years of experience in that field, and knowing how to use MediFile® to maximize workflow, streamline information management, and lower costs in a medical clinic.

This program is designed for software consultants, either independent or associated with a Jonoke Reseller Network (JRN) Member, who are interested in becoming certified in the installation, implementation, and support of MediFile®. MCCs are subject to required training programs, and an exam schedule for placement in a tiered certification system. Although MCCs are not authorized to sell MediFile®, they still utilize many of the benefits of a JRN, as described below.

Benefits

Marketing/Sales

MCCs are given access to a wide range of demonstration tools to assist in the training process. They are provided business assistance and online partner relations. MCCs are also provided constant communication and opportunities to network, so as to further enhance their degree in technical skills and industry knowledge. This is provided through conferences – which occur at various times depending on their degree of involvement – plus scheduled training sessions. Also, more regular opportunities of partner enlightenment are afforded them via such methods as newsletters, conference calls and meetings.



Support/Training

Training courses provide MCCs with recommended sales methods and technical understanding. This sales training focuses on why the MediFile© solution is the single superior choice for clinics, detailing the benefits of using the software, and establishing an understanding of the needs of potential clients. The technical components of the courses describe both the minimum and recommended infrastructure for the MediFile© solution. MCCs are able to request pre-sale technical support through Jonoke's toll-free number (1-800-254-0739).

Business

The MCC designation allows you to use your expertise and training as a marketing tool, opening up vast opportunities towards consultation. This has the potential for large profit recognition. MCCs are given financial incentives to further their education by being able to earn recognition based on the number of training hours put in, translating into discounts on other workshops or conferences, or towards a reduction in the price of renewal fees.

Requirements

Marketing/Sales

An MCC must be able to demonstrate applicable knowledge in many forms of support and training areas. This may be in the format of, but not restricted to: tests, mock training sessions, and

any other requirement deemed appropriate by Jonoke. An MCC is required to maintain the number of training/support hours at a level deemed appropriate by Jonoke, to ensure continued certification.

Support/Training

All MCCs are required to attend a two-week training session in their first year, and to assist at a new MediFile© install. The two-week session must occur prior to any testing procedures and, as a result, prior to any certification. As well, all MCCs will be subject to any further training requirements deemed appropriate by Jonoke throughout the lifespan of certification. This includes being required to pass ongoing tests, via the web, of new features. Ultimately, all MCCs must prove their ability to assist clients with all support needs.

Business

Through continued communication and training, levels of productivity will be determined by Jonoke software. De-certification may occur as a result of not conforming to these requirements.



Designation Agreements

I _____, as a signing authority for _____
name and title company name

agree to the terms and conditions laid out as the MCC requirements.
As well, I acknowledge that under this agreement I am entitled to the benefits described.

Signed _____

Dated _____



Jonoke
Software Development Inc.

8709 102 Avenue
Edmonton AB T5H 4E5
www.jonoke.com

Tel. (780) 448-3647
(800) 254-0739
Fax (780) 448-3741