Partner Concept

IT-Houses

Welcome to IT-Houses. We are pleased about your interest in a partnership with us.

IT-Houses are a competence network.

The cooperation is based on individual IT companies with different core competences. The partners recommend each other and procure projects within IT-Houses. It is our clear target that a partnership with IT houses is a seal of quality.

Each partner works on their own account, in their own name and in the location they want. IT-Houses do not offer any working space.

Competences and Partners

For each competence there are a so called Primary Partner and one or several Backup Partners. The company that joins first for a certain competence is the Primary Partner.

If a new customer sends a request via IT-Houses' website the Primary Partner will be contacted first. If they cannot answer the request or execute an order this partner must pass the order/request to the Backup Partner. Of course each partner is obliged to search within IT-Houses first, before passing any request or order to another, external partner.

Since the partners have different skills and the process of order and request handling is defined, there is no competition within IT-Houses.

Requirements for Partners

As a partner of IT-Houses you should fulfil the following requirements:

- Your skillset and competences are clearly defined
- You speak English or German; ideally both
- You are an innovative and agile enterprise with one or several clearly defined core competences.

Benefits for Partners

- Additional revenue and competence due to project procurement
- Visibility due to a higher publicity and more potential customers

Each partner company already has customer base which they serve within their field of competence. If one of your customers' needs a different skill, you as partner can procure a project to another partner of IT-Houses. This produces extra revenue and makes you look competent in front of your customer.