Partner overview

RiverSoft operates Verixa. Partners can bring an opportunity in document processing, enterprise knowledge retrieval, hardware or dedicated compute.

Channel sales

Partners develop opportunities, maintain customer relationships and prepare joint proposals. Verixa supplies product materials, sizing advice and technical input for sales discussions.

Systems integration

The SI maps the customer’s workflow and plans integration with systems such as ERP or CRM. Verixa supports deployment and validation of the private AI environment, IDP or AI Workspace. A partner may participate in both sales and integration.

Agree on support before go-live

The customer, partner and Verixa agree on the point of contact, who handles first-line technical support and how issues are escalated. Sales or SI participation alone does not assign the first-line support role.

Start with the customer’s need

IDP helps teams review data from everyday documents. AI Workspace helps them compare documents and check sources. GPU hardware, dedicated compute and hosting can also be discussed independently.

Validate together

At IAFC, bring customer samples for an in-person or remote PoC. Use the results to agree on configuration, scope, responsibilities and the next step.