

TimeLinx Rolls Out “Channel First” for Sage CRM and Infor CRM Channel Partners

Company’s sales model transformation brings channel-friendly pricing, support and terms

North Andover, Mass., Jan. 14th, 2019 -- TimeLinx, a leading project and service automation (PSA) solution designed for the mid-market and focus on Sage and Infor, today announced the company’s successful transformation to its “Channel First” sales model.

The company’s move to embrace and fully support channel partners comes on the heels of the company’s appointment of Jeffrey Gregorec as the company’s Executive Vice President and General Manager.

Gregorec has extensive experience on both sides of the channel. He has built and supported successful channel programs in key executive sales positions at companies such as Computer Associates, KnowledgeNet and Sage Software. He has also been a part of the channel in his executive role at Blytheco, one of the nation’s largest ERP/CRM integrators.

“Although our global clients are exclusively a result of the channel, in North America, TimeLinx has grown through a blended sales model,” Gregorec said. “Going forward, our success will depend on the success of our channel partners. TimeLinx’s ‘Channel First’ pricing, support and overall terms reflect my years of experience working with, and commitment to, business partners.”

“Our channel focus represents a tremendous opportunity for Sage and Infor channel partners,” Gregorec said. “Especially with our technology roadmap which include plans for an agnostic standalone platform by late 2019 or early 2020 that will integrate with most, if not all, mid-market ERP and CRM systems. This will give our partners a single PSA / FSM solution for their entire portfolio of supported ERP and CRM solutions.”

“As we begin reaching out to the market, we encourage potential partners to contact us directly and get in on the ground floor of our ‘Channel First’ transformation,” Gregorec said.

[About TimeLinx](#) www.TimeLinxSoftware.com

TimeLinx PSA is specifically designed for the needs of services-based companies. It extends a CRM platform’s capabilities to provide users with complete control over their entire customer lifecycle, from lead management to project delivery. Founded in 2001, TimeLinx Software is headquartered near Boston, MA, with offices in Chicago, Scottsdale, Dubai and Mumbai.