



## News and updates from LS Retail

### PARTNER OPERATIONS

## New Partner Program as of November 1, 2023

We are updating our Partner Program for 2023-2024, starting November 1, 2023. We now have a combined Partner Program for LS Central and LS Express.

### What changes can you expect?

- Introduction of the Partner Success Tracks to make our LS Retail On-Demand Academy easily available to ALL partners and include an event ticket and other valuable services to reduce overall costs of being an LS Retail Partner.
- Increased Requirements on Certifications (Split between Base, Core & Specialized Level Certifications) & 3-year certification renewal requirement.
- Customer Acquisition Requirement (both LS Central and LS Express revenues combined).
- ...and more

### What remains the same?

- We keep the minimum revenue target for Diamond, Platinum and Gold Level Partners as they are today.
- We keep the discounts unchanged for Perpetual, Subscription and SaaS.
- We keep the Grace Period for SaaS & Subscription deals on 24 months until September 30, 2024.

The new LS Retail Partner Program will be effective from November 1, 2023 onwards and the first evaluation date for the new requirements will be April 1, 2024.

[See full announcement for all the details.](#)

## Webinar - get to know the new Partner Program

We have set up a webinar on Thursday September 28, 2023 where the Partner Operations team will introduce the new Partner Program. In an effort to reach as many regions as possible, there will be two sessions with the same content: At 8:00 AM GMT and at 3:00 PM GMT.

The webinar is intended for all LS Retail partners selling LS Central and LS Express.

**Registration:** Select either morning or afternoon session.

- [Click here to register: Thursday, 28 September, 2023 8:00 AM - 9:00 AM GMT](#)
- [Click here to register: Thursday, 28 September, 2023 3:00 PM - 4:00 PM GMT](#)

[More information...](#)

## LS Central Flash Promotion

For a limited time, LS Retail is delighted to introduce the LS Central SaaS Flash Promotion, exclusively available to LS Central on BC SaaS customers.

The promotion is valid to order from September 22, 2023, until October 31, 2023. This promotion offers a **50% extra discount** on LS Central SaaS orders, excluding Microsoft Subscriptions. Additional qty Orders to the Promo Subscriptions made after October 31, will be at a full pricelist pricing.

The SaaS model is the future of our business, and we encourage all our partners to work on getting customers to SaaS using ongoing Offers.

Further clarifications and the terms and conditions for the Promotion can be found on the Portal under [Offers and Promotions](#).

Please contact [licenses@lsretail.com](mailto:licenses@lsretail.com) if you have any questions regarding the above.

## New name for the Business Center

Earlier this year, we organized a naming competition to find a fresh title for [Business Center](#) – a platform where our Partners access a wealth of information related to their accounts, invoices, and customers, and manage their colleagues' access details. This was essential because Business Center was often confused with Business Central. Through a voting process, the new name, **Business Hub**, was selected, and will replace the former name in our systems in the coming days.

We received several suggestions for this name, and we're thrilled to announce the winners: Rasmus Guldager from RelateIT A/S and Saravana Selvan P from Winspire Solutions Pte Ltd. As a token of our appreciation, they will receive Amazon Gift Cards. We thank everyone who participated.

We keep enhancing the Business Hub, and we mentioned some of the latest updates in our recent [announcement](#). One notable addition this time is that you can now download partner program logos and press packs by simply clicking on the respective partner program logo.

If you have questions, please feel free to contact us at [pops@lsretail.com](mailto:pops@lsretail.com)

[Check out the full announcement.](#)

## Partner Satisfaction Survey

We will soon send you an invitation to participate in our annual Partner Satisfaction Survey. Each year we pour over the results of the survey, discuss the feedback from you and use it to help us find ways to improve at every level.

It will take no more than 6-8 minutes to answer the survey, so by all means give it a go - we appreciate every answer we get.

## EVENTS



### Save the date for conneXion 2024!

Join us in Reykjavik, Iceland on May 13-15 for three days of learning and information sharing.

Remind your customers that they should book their calendars for May 14-15!

[More info here](#)

**Monday 13 May** –  
Partner Day  
9:00-17:00 – Sessions  
17:00-20:00 – Party  
and partner awards

**Tuesday 14 May** –  
conneXion  
9:00-16:30 – Sessions  
18:30-late – Dinner and  
party

**Wednesday 15 May** –  
conneXion  
9:00-16:00 – Sessions  
16:00-19:00 – Closing  
reception

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*LS Retail, an Aptos company, develops software for retail, hospitality, pharmacy, gas stations and restaurants. Our solutions have been installed in more than 110,000 stores globally.*

For more information, visit [www.lsretail.com](http://www.lsretail.com).