INTERNATIONAL PARTNER PROGRAM

Your market.
Our delivery expertise.

Offer Bitrix24 services to your customers with support for solution design, implementation, integrations and AI.

One shared approach

Local sales
Technical delivery

Cooperation models

Choose the model that fits your current team and customer relationships.

Model	Your role	B2B Development support
Referral partner	Introduce a customer opportunity.	Discovery, scope and delivery.
Sales partner	Lead local sales and communication.	Pre-sales, solution design and implementation.
Delivery partner	Deliver the agreed standard work.	Training and complex technical support.
Under your brand	Lead the customer relationship.	Agreed technical delivery behind your brand.

Full-service partners can combine local sales and delivery, with B2B Development supporting complex work.

Services for your customers

A broader offer supported by a shared technical team.

01	**Bitrix24**	License selection, CRM setup and implementation.
02	**Automation**	Sales workflows, tasks, approvals and internal processes.
03	**Integrations**	Working ERP systems, telephony, messaging, websites and APIs.
04	**AI assistance**	Customer summaries, document drafts and operational insights.
05	**Training and support**	Team onboarding, issue handling and further improvements.

One opportunity, shared delivery

Each stage needs a clear owner and an agreed next step.

01	**Opportunity**	Partner submits the business need and customer context.
02	**Discovery and scope**	We clarify processes, systems, requirements and dependencies.
03	**Joint proposal**	We agree on the work, responsibilities and commercial terms.
04	**Implementation**	The agreed team configures, integrates, tests and trains.
05	**Account development**	We review support needs and further customer opportunities.

Partner enablement

Partners can build delivery capability as their customer pipeline develops.

01

Discovery and design

Business questions, process maps, CRM structure and permissions.

02

Implementation

Configuration methods, automation logic, testing and customer handover.

03

Ongoing support

Request assessment, change estimation, documentation and escalation.

AI opportunities for joint projects

AI services follow a customer problem and an agreed data scope.

01	**Customer communication**	Prepare summaries and follow-up drafts for review.
02	**Company knowledge**	Find answers in approved procedures and product information.
03	**Operational work**	Summarize requests, overdue tasks and next actions.
04	**Management review**	Bring together agreed business indicators and exceptions.

We define access, allowed actions and human approvals before implementation.

Commercial and operating terms

We agree on the cooperation rules before each project.

01	**Customer relationship**	Who owns communication and how direct customer contact works.
02	**Commercial model**	Who contracts, invoices and pays, with the agreed partner remuneration.
03	**Project delivery**	Scope, responsibilities, acceptance criteria and changes.
04	**Licenses and support**	Regional availability, third-party costs and service boundaries.

Cooperation terms vary by partner, market and project. No fixed commission or exclusivity is implied.

The first customer opportunity

Bring a real customer case. We will review the business need and define the next steps.

David Ovoyan

Founder & CEO

ceo@b2bdevelopment.am

+374 55 55 25 15

WhatsApp: wa.me/37455552515

Meeting availability

Monday-Friday
09:00-19:00
Armenia time, UTC+4

Armenian, Russian, English