



Medinious Partner Program

Health Tech That Matters. Partnership That Delivers.

Hospital & Clinic Management Solutions that Open New Doors for You

Innovating Together in Healthcare

At Medinous, we believe better partnerships drive better healthcare. Our partner ecosystem is built for organizations looking to deliver intelligent, integrated hospital and clinic management solutions.

Whether you're a reseller, an implementer, or a lead generator, the Medinous Partner Program helps you scale quickly, access new markets, and create lasting impact.





Who We Are

Medinous is a global healthcare technology company delivering integrated Hospital and Clinic Management Systems (HMS & CMS) for over 25 years. Trusted by providers in 10+ countries, we enable digital transformation across hospitals, clinics, and day care centers through modular, standards-compliant, and scalable solutions.

From EMR and pharmacy to billing, insurance, and claims management - our platforms are built to integrate, localize, and grow with healthcare institutions.



Medinous Product Suite

Partners with us to deliver proven hospital and clinic management solutions to the forefront of care.



Medinous Enterprise

For Large Hospitals



Medinous Spectrum

For Small & Mid-sized Hospitals



Fusion LITE

For Clinics & Polyclinics



Fusion+

For Medical Centers
& Complexes



Fusion PRO

For Medical & Day
Case Centers



Trusted in 10+ countries for over 25 years



medinous.com



How the Medinous Partner Program Helps You Win



Start with a Proven Platform

Field-tested, ready-to-deploy suite powering hospitals, clinics, and daycare centers across global markets.



You Choose How You Partner

Prefer to refer leads? Want to own the deal? Or specialize in rollouts? Choose from Reseller, Lead Gen, or Implementation tracks - and work the way that suits you best.



Expand Your Market

Leverage Medinous' expansion into GCC, Africa, and the Caribbean. Tap into qualified opportunities and multi-country demand with minimal setup.



Get Trained, Stay Ready

Access structured onboarding, live demo support, certification paths, and co-branded pitch kits to sharpen your edge and close deals faster.



Accelerated Time-to-Revenue

Onboard faster. Close sooner. With Medinous managing implementation and post-sales delivery, you minimize delays and maximize earnings from day one.



Transparent, Performance-driven Model

No tier traps. No hidden conditions. Just shared success metrics, and long-term relationship value.



Partnership Tracks

Choose How You Collaborate

Partner Type	You Focus On	We Support You With	What You Earn
Reselling Partner	Full sales cycle + optional L1 support	Demo support, training, co-branded kits, backend implementation	% of License Fee or SaaS Subscription
Lead Generation Partner	Referring qualified leads	Dedicated Medinous sales closure, onboarding, pricing	% of License Fee / SaaS (tiered)
Implementation Partner	Delivering on-site/off-site rollouts	Pre-sale scoping, implementation guides, project coordination	Scope-based or fixed implementation fee



Partner Program Benefits Overview

Benefits	Reseller	Lead Gen	Implementation
Co-branded sales and marketing kits	✓	✓	✓
Product training and certification	✓		✓
Demo support from Medinous	✓	✓	✓
Access to implementation documentation	✓		✓
Eligibility for multi-country deal participation	✓	✓	✓
Fast-track commission disbursement	✓	✓	✓
Annual partner success review	✓	✓	✓



Marketing, Technical & Sales Enablement



Marketing

- Co-branded brochures, decks, and proposal templates
- Social promotion support (select partners)
- Visibility on Medinous website and LinkedIn (on approval)



Technical Support

- Access to sandbox and test environment
- Deployment checklists and rollout SOPs



Sales Enablement

- Demo support by request
- Remote or in-region onboarding sessions
- Deal registration process



What Our Partners Say

“

Medinous provided the platform, support, and flexibility we needed to win major clinic clients within weeks. Their team handled the technical side – we focused on closing. ”

**Regional Partner
GCC**

Let's Transform Healthcare, Together

We believe great partnerships aren't built on contracts – they're built on trust, value and shared wins.

[Explore more >](#)

[Become a Partner Today >](#)