
FreeBalance Partnerships

Enabling PFM Reform That Matters

FreeBalance is a purpose-led organization dedicated to improving citizen wellbeing around the world

Impact

FreeBalance implementations in governments around the world manage over \$400 billion on behalf of almost 900 million citizens.



Explore the world of FreeBalance

Explore Now

Introduction to FreeBalance

FreeBalance is a purpose-led organization dedicated to improving citizen wellbeing.

We believe strongly in fiscal transparency and accountability. The FreeBalance Accountability Suite™ brings the power of open government to citizens and decision-makers around the world. With a successful track record of almost 40 years in business and operations in 25+ countries, FreeBalance has unparalleled experience in Public Financial Management (PFM) reform as a specialized Government Resource Planning (GRP) provider.



Corporate Head Office

343 Preston Street,
Suite 400, Ottawa,
Ontario K1S 1N4
Canada

We also have offices in:

- Brazil - Belém
- Honduras - Tegucigalpa
- India - Kolkata
- Kosovo - Prishtina
- Nicaragua - Managua
- Portugal - Lisbon
- Philippines - Manila
- Sri Lanka - Colombo
- Suriname - Paramaribo
- Trinidad and Tobago - Port of Spain
- Uganda - Kampala
- United Kingdom - Bath
- United States - Miami and Washington, D.C.

FreeBalance Partnerships

FreeBalance is committed to building global partnerships for development that improves citizen wellbeing through Public Financial Management (PFM) reform that matters.

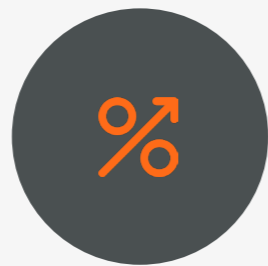
We believe that a strong partner network enhances our market offering and increases our reach into new markets creating **opportunities for growth for all parties**.

Our partner network helps us to deliver on our purpose-led mandate and we value the expertise, local knowledge and resources that partners bring to the table. In return FreeBalance offers partners and resellers the **opportunity to break into the public sector market and grow their revenues** thanks to the flexibility of the FreeBalance Accountability Suite™.

FreeBalance also provides approved partners with **extensive support** across the sales and business lifecycle.



New Markets



Better Margins



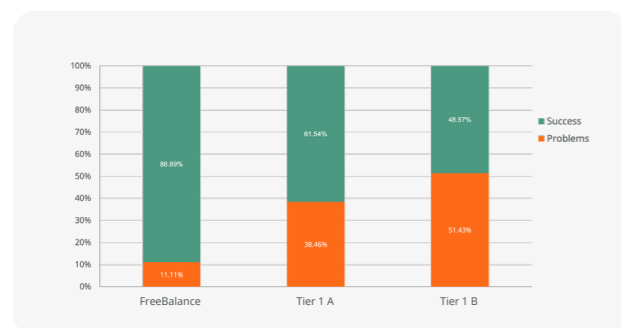
Lower Risk

Why Partner with FreeBalance

FreeBalance's GRP solutions for central, regional and local governments provide predictability and control over budget execution, sound public finances and greater fiscal stability through improved transparency and accountability.

Why Public Sector Institutions Choose FreeBalance

FreeBalance implementations have higher success rates, our software costs less and our customers perform better in leading industry rankings.



Global GRP Success Rates

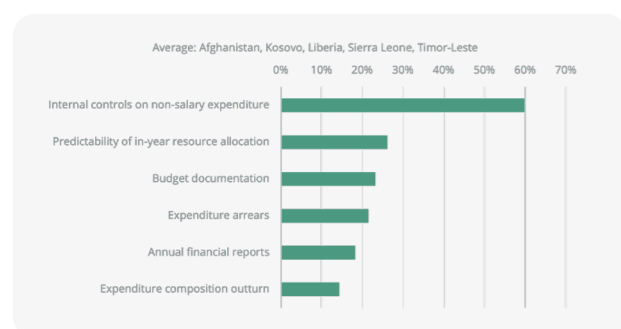
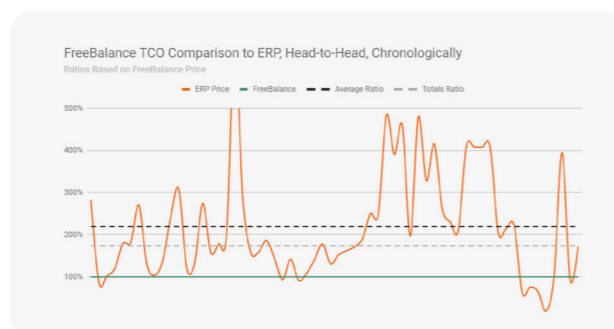
FreeBalance implementations have much higher reported success rates than other Tier 1 ERP providers.

Source: Internal analysis of publicly reported GRP failures

Five Year Total Cost of Ownership

FreeBalance software costs an average 225% less than Tier 1 ERP providers as shown in this analysis of the five year total cost of ownership including software, middleware, implementation, training and support.

Source: Internal analysis of publicly published vendor prices quoted by governments. Most of these tenders are for the total cost over a 5 year period including implementation, training, maintenance, middleware and some hardware (typically servers).



PEFA Assessments

FreeBalance customers achieved an average 27% improvement in key PFM performance indicators as measured by the independent Public Expenditure and Financial Accountability (PEFA) Secretariat – the global standard in public financial management.

Explore the FreeBalance Customer Success Stories

Explore Now



Practice Leadership

PFM domain practice leadership through the **FreeBalance Accountability Suite™** and **The FreeBalance Academy**



Designed for Government

Designed exclusively for government – 100% purpose-built for the public sector (not an adapted enterprise solution) that covers the whole of government's PFM requirements



Robust Technology

Proven robust technology that is uniquely flexible and sustainable



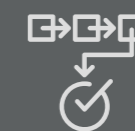
Track Record of Customer Success

Track record of almost 40 years with the **customer success stories** to prove the effectiveness of our **advisory services, solutions** and **government capacity building**



Commercial-off-the-Shelf Solution

Commercial-off-the-Shelf solution with a modular design that enables quick **configuration and customization**



Progressive Activation Approach

Lower Total Cost of Ownership thanks to our **progressive activation** approach and our purpose-led mandate to build and develop local teams



Core Competence in EMDE Countries

Core competence in **Emerging Markets and Developing Economy (EMDE) countries**



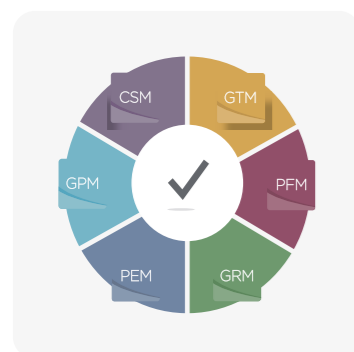
Customer-Oriented Processes

Customer-centric implementations and **customer-driven innovation**

Partner Offering

Once certified, partners can sell, implement and support select components of the FreeBalance's fully integrated and unified GRP system – the FreeBalance Accountability Suite™. The system is built on the FreeBalance Accountability Platform™ – a web-based, Java-powered platform designed exclusively for PFM, and which supports centralized, decentralized or hybrid deployment models. The platform supports centralized, decentralized or hybrid deployment models.

In addition, **resellers** and **country partners** can also offer FreeBalance's range of specialist advisory services and The FreeBalance Academy's PFM training to their networks.



FreeBalance Accountability Suite™

The FreeBalance Accountability Suite™ is a flexible, modular GRP system that starts off simple but can scale to reflect the evolving needs of government and public sector organizations. It supports the highest international standards for fiscal management and accounting.

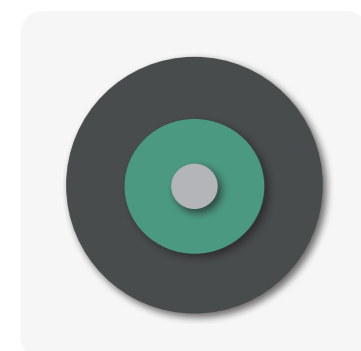
[Learn more about GRP Solutions for Public Sector Verticals >>](#)

[Learn more about the FreeBalance Accountability Suite™ >>](#)

FreeBalance Advisory Services

With deep experience in both developed and emerging countries, FreeBalance has unparalleled experience in public finance reform. Technology agnostic public sector consulting services enable governments to develop, implement and sustain effective PFM reform agendas.

[See full range of FreeBalance Advisory, Implementation and Sustainability Services >>](#)



The FreeBalance Academy

The FreeBalance Academy provides comprehensive and practical training to equip civil servants and Public Financial Management (PFM) practitioners with the skills required to drive sustainable growth.

[Explore courses provided by The FreeBalance Academy >>](#)

Partner Categories

FreeBalance needs strong technology, implementation and strategic partners and resellers to help us bring fiscal transparency and good governance to governments around the world.

	FreeBalance Accountability Suite™						Joint Opportunities	FreeBalance Advisory Services	FreeBalance Academy Courses
	GPM	PFM	PEM	GTM	CRM	CSM			
Country Partners (Exclusive)	✓	✓	✓	✓	✓	✓	✓	✓	✓
Resellers (Non-Exclusive)	✓	✓	✓	✓	✓	✓	✓	✓	✓
Value Partners (Non-Exclusive)	✗	✗	✗	✗	✗	✗	✓	✗	✗
Infrastructure Partners (Non-Exclusive)	✗	✗	✗	✗	✗	✗	✓	✗	✗

About Our Partnership Categories

Non-Exclusive Partners

Resellers

Established **system integration** firms or companies offering specialized services to the public sector that have the knowledge and skills to resell, implement and support the **FreeBalance Accountability Suite™** in the public sector in a specific geography or in a specific public sector vertical.

[Learn More](#)

Value Partners

Specialized firms that have a core competency in an area that is complementary to the **FreeBalance Accountability Suite™** and wish to partner with FreeBalance on specific opportunities. Examples of these focus areas include conflict management, change management, revenue management and others.

[Get in Touch](#)

Infrastructure Partners

Vendor-certified system integrators that focus on the IT requirements of the **public sector** providing services such as hardware, cloud, hosting platforms, networks and security.

[Learn More](#)

Exclusive Partners

Country Partners

FreeBalance welcomes applications for Country Partners. If your organization has the expertise and experience required to sell the entire FreeBalance portfolio of products and services on an exclusive basis in a particular country, please get in touch.

Country partnerships are decided on a case-by-case basis.

[Apply Now](#)

Leverage FreeBalance's PFM domain expertise to grow your business

Complete the application form [online](#).

What is Government Resource Planning?

Government Resource Planning (GRP) is software designed specifically for the public sector, unlike its counterpart, Enterprise Resource Planning (ERP) software aimed at the private sector.

GRP is software designed for the **unique requirements of public financial management**. It is budget-driven through the use of commitment accounting, where the budget is the legal embodiment of government objectives. Commitment accounting is used only in government and other forms of public financial management.

Governments carry complex mandates. For them to improve results requires mechanisms in GRP software for planning and analysis throughout the **budget cycle** with an emphasis on improving government services.

What is Public Financial Management?

Public Financial Management (PFM) covers the legal and regulatory framework, IT systems and processes used by governments to raise revenue, undertake public spending, account for funds and audit results. It is focused on driving economic and governance reforms using fiscal discipline, predictability, transparency and accountability to strengthen public finances and deliver improved societal outcomes.

Critical to this process is the need to have a unified and integrated financial management information system. The **FreeBalance Accountability Suite™** is a commercial off-the-shelf, **Government Resource Planning (GRP)** solution that covers the entire budget cycle and manages all critical government fiscal systems.

Dive into our blog for PFM insights

[Read Now](#)

Contact FreeBalance

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| Philippines - Manila | |



New Delhi, India



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