



**Kivuto**<sup>®</sup>

## Vendor Solution Brief



Achieving the best results from an academic licensing program of any size and scope can be challenging. It requires a means of verifying eligibility and enforcing business rules. Students and educators need to be made aware of available offers, and software vendors need a secure and simple way to get their products into as many of these stakeholders' hands as possible.

### ***Kivuto Can Help***

For over 20 years, Kivuto has worked with software vendors to create, manage, and deliver their academic programs. Our platform and extensive network of school partners provide the tools and reach required to succeed in the education market.

Serving

**100+**

Software Vendors

and

**7,000+**

Academic Institutions

in

**100+**

Countries



## Your Partner in Education



### Build and Manage Academic Programs

Deploy a successful academic program to drive adoption of your products and accelerate growth in the education market. Our experts will work with you to create a tailored academic program or help deliver your existing academic program to schools.



### Leverage Kivuto's Platform

Take advantage of Kivuto's industry-leading platform for managing and delivering software licenses and other digital resources. Make your products available to students and educators through your own online store and under your terms and conditions.



### Sell Direct to Students

Provide exclusive offers to academic users and make them available alongside products from top vendors through OnTheHub. Used by over seven million students each year, OnTheHub is Kivuto's online marketplace of academically discounted digital resources.

### Benefits:

- Enable the use of your products in school curricula to establish them as standards in education and beyond.
- Leverage Kivuto's validation capabilities to vet and enroll schools for your program, restrict access to eligible users, and enforce all other rules, terms, and conditions.
- Make cloud-based products available to academic institutions without the common complexities or objections.
- Increase your reach and adoption with the help of Kivuto's dedicated team.
- Expand your reach into the education market by making your products available to Kivuto's extensive network of school partners.
- Give students and educators access to your products through your own branded online store, powered by Kivuto's industry-leading technology.
- Offer products for free or at distinct prices for students, educators, or other academic stakeholders.
- Gain insights through reports to assess the success of your academic programs and offerings.
- Make it easy for educators to introduce their students to your products via bulk and proxy orders.



## Why Work with Kivuto



### Your Products, Your Rules

With advanced user verification, configurable business rules, and full license lifecycle management, Kivuto enforces your terms and conditions and ensures that only eligible users can access your offers.



### Built for Education

Leverage technology built specifically for the education market. Kivuto's platform provides all the verification, distribution, reporting, and other tools needed to create and deliver academic offers.



### Trusted by Schools Worldwide

With over 7,000 school partners worldwide and 20 years of experience serving academic institutions, Kivuto's deep knowledge of and connections within the education market can help establish your brand and get your products embedded into curricula.



### Secure and Accessible

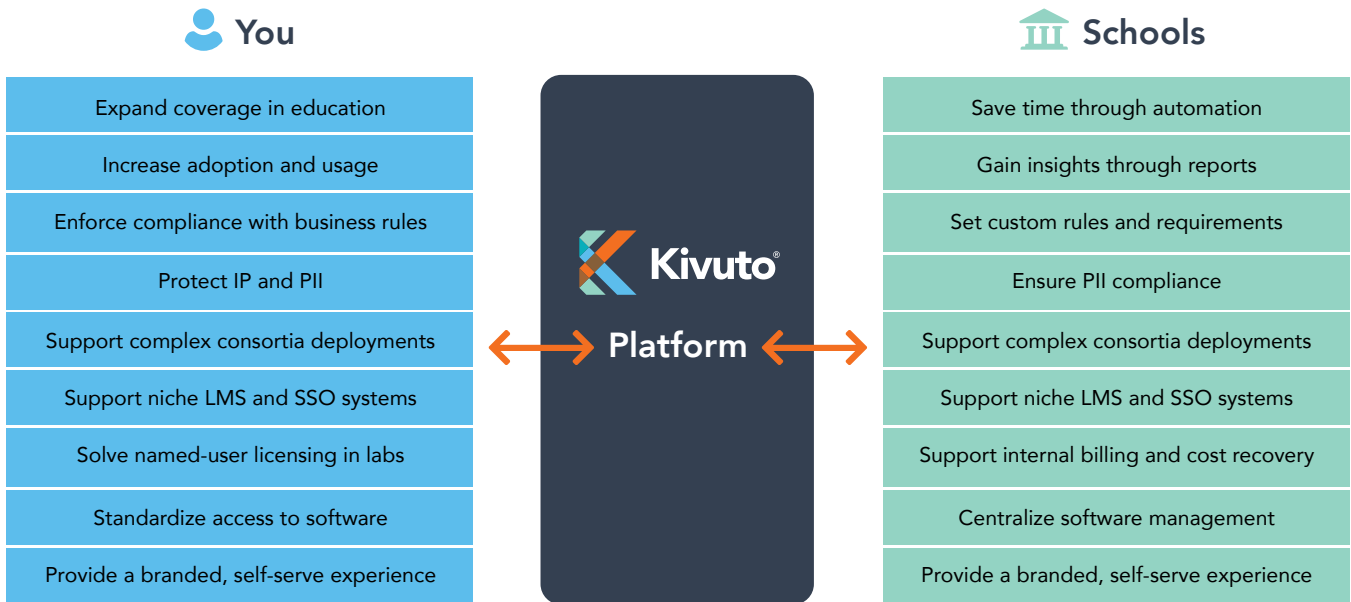
Kivuto adheres to strict accessibility, privacy, and data-compliance standards to ensure that students can access the resources they need without risk to their private information.





## Our Platform

Kivuto bridges the gap between software vendors and academic institutions.



## Learn More About Kivuto

Whether you want to create a full-fledged academic program, deploy your own online store to distribute software, or just get your products into the hands of more students and educators, Kivuto can help.

Contact [getstarted@kivuto.com](mailto:getstarted@kivuto.com) to learn more or book a demo.

