

Grow Together with Folks HR.

Modern HR, Made for Canada.

Deliver simple, bilingual, and compliant HR to your clients while unlocking new growth for your business.

Folks HR is the all-in-one **ATS, HRIS, and Payroll** platform trusted by hundreds of Canadian employers. After becoming a market leader in Quebec, we're expanding across Ontario and the rest of Canada through a focused partner ecosystem.

Whether you want to **refer clients** or **build deeper, strategic services** on top of Folks HR, our partner program is designed to help you grow revenue, retain clients, and stand out as a trusted business advisor.

Do more than payroll? So do we.

With Folks HR, you and your clients get:

- * Easy Canadian payroll - T4s, ROEs, WSIB-ready and always CRA-compliant
- * Built-in HRIS & ATS - for onboarding, documents, PTO, policies, and recruiting
- * Compliance-ready - workflows designed for Canadian employers
- * Reports that make accounting easy - clear exports, connected data, no double entry.
- * Friendly, responsive support right here in Canada

Why Partner with Folks HR?

* **Help your clients modernize HR the easy way**

Introduce employers to the industry's most affordable, intuitive platform they'll actually enjoy using, while you remain their trusted advisor.

* **Create new recurring revenue**

Earn referral commissions or reseller margin on every client you bring to Folks HR.

* **Save time managing client data**

One platform for hiring, HR, and payroll means fewer systems, fewer errors, and fewer support requests.

* **Expand into people advisory services**

Move beyond transactional work and offer higher-value HR, compliance, and people operations support.

Our Partner Paths

1. Referral Partner

Best for: Brokers, accountants, consultants, agencies, and advisors who want to monetize introductions without implementation work.

How it works:

1. Refer clients to Folks HR
2. We handle demos, onboarding, and support
3. You earn a one-time commissions for every active client referred

Referral Partner Benefits

- Up to 20% on first-year subscription fees
- Access to co-branded marketing materials, product training, and sales resources.
- Dedicated partner support
- Access to product updates and roadmap previews
- 50% off on our solutions for your own needs

2. Strategic Partner

Best for: HR consultants, payroll bureaus, accounting firms, system integrators staffing agencies, and PEO/EOR providers offering hands-on services.

How it works:

1. Sell, implement, or embed Folks HR into your services
2. Own the client relationship
3. Deliver higher-value advisory and operational support

Strategic Partner Benefits

- Wholesale pricing (up to 20%) and earn margin
- Certification and enablement for your team
- Sandbox access and implementation toolkits
- Priority support and partner success manager
- Co-selling and joint marketing opportunities
- Free Folks HR account for internal use





The Folks HR Platform

Folks HR is built for Canadian businesses of all sizes, from growing SMBs to multi-entity employers.

What your clients get:

- * Full-service payroll
- * Hiring and onboarding automation
- * Employee records and document management
- * Time off, policies, and compliance tracking
- * ATS fully connected to HR and payroll
- * Local, human support

Partner Tiers & Rewards

Let's grow together. Our partner program is intentionally simple, with three clear tiers aligned to real partner momentum.

Tier	Referral Partners	Strategic Partners
Starter (Gold)	<p>1 closed referral / yr</p> <ul style="list-style-type: none"> • \$250 earn for every successfully closed deal or pass those savings along to your end client. • Partner Badge • 50% off Folks HR platform for your team • Marketing, sales, and enablement materials • Access to partner onboarding and product training 	<p>Up to \$15K annual sales</p> <ul style="list-style-type: none"> • Wholesale pricing your earn mark up on your 10% discount • Partner Badge • 50% off Folks HR platform for your team • Marketing, sales, and enablement materials • Access to partner onboarding and product training
Growth (Platinum)	<p>3 closed referrals / yr</p> <ul style="list-style-type: none"> • Higher commissions + trailing commission • Early access to new features and beta programs • Eligible for co-marketing • Priority partner support 	<p>\$15-\$100K annual sales</p> <ul style="list-style-type: none"> • Wholesale pricing your earn mark up on your 15% discount • Eligible for co-marketing • Priority partner support • Featured listing in the Folks HR partner directory
Scale (Diamond)	<p>10+ closed referrals / yr</p> <ul style="list-style-type: none"> • Highest commissions + trailing commission • Dedicated partner manager • Joint go-to-market planning and campaigns • Advanced enablement and certification for your team • Direct input into product roadmap and strategic initiatives 	<p>\$100K+ annual sales</p> <ul style="list-style-type: none"> • Wholesale pricing your earn mark up on your 20% discount • Dedicated partner manager • Joint go-to-market planning and campaigns • Advanced enablement and certification for your team • Direct input into product roadmap and strategic initiatives • Eligible for Free Folks HR platform for your team

Built to Fit Your Stack

Folks HR integrates with the tools your clients already use, so nothing breaks and everything stays in sync.

Accounting, benefits, and operational tools connect seamlessly to payroll and HR data, reducing manual work and reconciliation.

“Folks HR enables us to deliver real HR value without adding huge operational overhead. As a client, we love this simplicity.”

Jodi Lackey – RECE, BASc
Executive Director at Arnprior And District Child Care Services (ADCCS)

Let's Build the Future of Work. Together!

Join a growing network of partners helping Canadian employers hire better, manage people smarter, and pay teams with confidence.

Ready to get started?

Let's talk about which partner path fits your business best.



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