Answergrove for Microsoft 365 partners

Your SME customers keep asking "which version applies?", and Copilot seats usually go to a few people, not to everyone. Answergrove answers from the customer's own SharePoint documents and lists, names the document, page and version behind every answer, and checks each user's SharePoint permissions before it answers. It works with or without Microsoft Copilot and has no per-user licence.

Answergrove also prepares e-mails, tasks and meeting invitations from the chat, in your own name. You check each one and send it yourself.

Data stays in the EU. The pilot runs in the Microsoft Azure environment of SIA KSJ in Sweden Central, so your customer needs no Azure subscription for it. After rollout Answergrove runs in the customer's own Azure subscription, with Azure OpenAI in the EU Data Zone.

In production at a construction company: 865 SharePoint sites, about 400,000 documents, four languages, live in about eight working days. Answergrove is listed on Microsoft Marketplace.

What you earn

- 20 % of what the customer pays us, excluding VAT, for the pilot and for the rollout that follows within 12 months.
- Example: your customer with 300 employees starts with the 1,500 EUR pilot and continues with an Enterprise rollout from 19,950 EUR, pilot credited. The customer pays 1,500 plus 18,450 EUR. You earn 300 plus 3,690 = 3,990 EUR from one customer.
- Smaller rollouts: Pro (9,950 EUR) brings you 1,990 EUR in total, Starter (4,950 EUR) 990 EUR.
- After each customer payment reaches us, you invoice us and we pay within 14 days of your invoice. No targets, no fees, no minimum volume.

How it works

- You introduce Answergrove to a customer you already look after, and you stay their contact.
- The customer signs a two-week pilot on one SharePoint site with SIA KSJ: 1,500 EUR fixed, credited in full toward the rollout.
- We deliver it: access check on days 1-2, indexing in our EU Azure environment, a permission test on day 5, real questions in week two, a written summary on day 10.
- You get a copy of the summary, unless the customer objects.
- If it is not what the customer needs, it ends on day 10 and the pilot data is deleted within 30 days. You keep your 300 EUR.

To start

- A demo account in our live demo environment: ask your own questions before you show it to anyone.
- The two-week pilot plan for your customer in English, German, Dutch or Danish.
- A short partner agreement (two pages): 20 % commission, you stay the customer's contact, Answergrove stays our product.

Not part of the commission: Azure costs after rollout (billed by Microsoft to the customer in the customer's own subscription; the pilot has none) and support contracts. No exclusivity.

Written contact in your language, calls and meetings in English.

Next step: tell me which customer and which SharePoint site, and I will send the two-week plan.

Kaspars Jurjāns, SIA KSJ, kaspars@jurjans.dev