

GMG Color

Sales Partner Documentation for the GMG Web Portal

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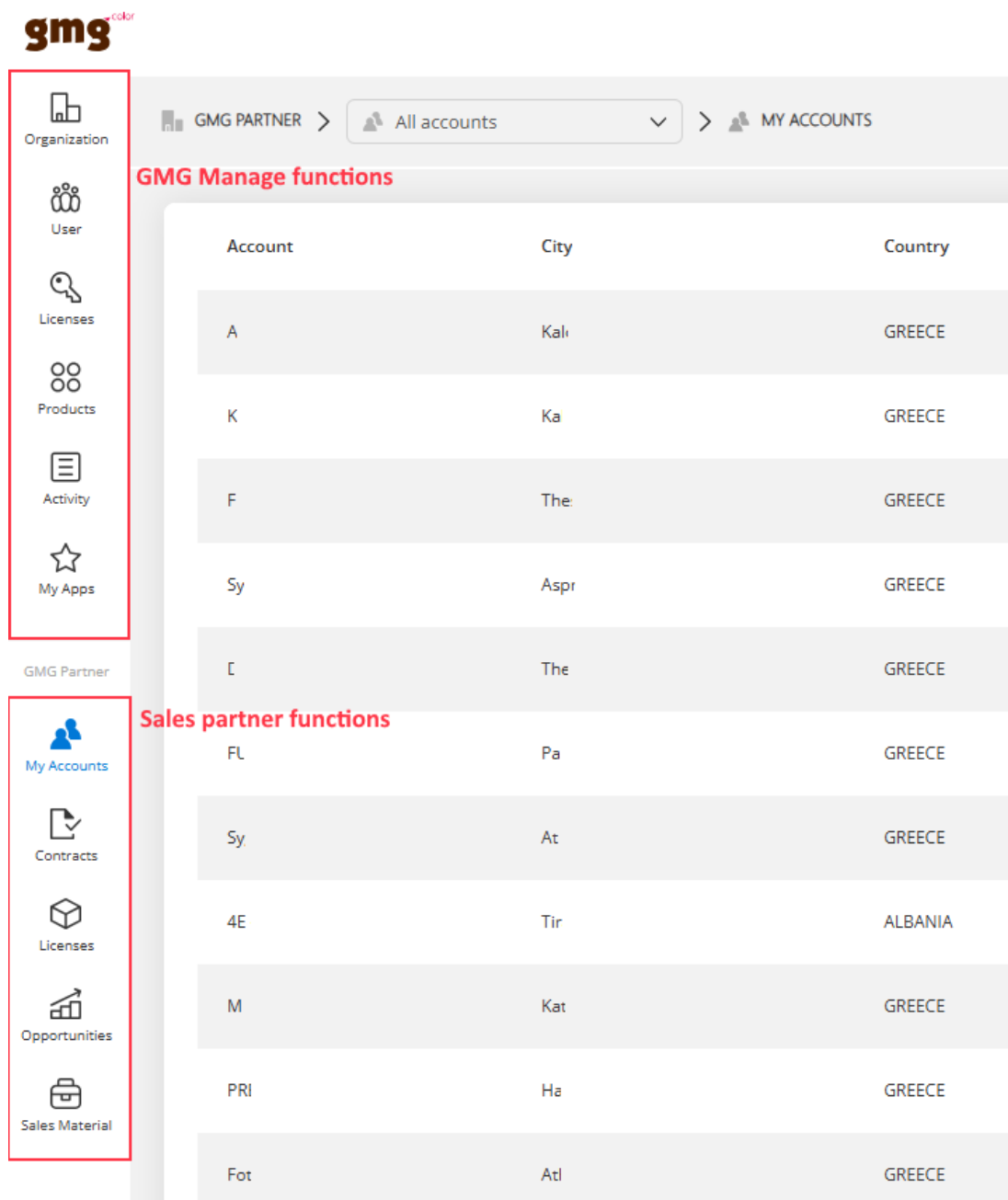
Change history:

Date	Author	Changes
7-Jul-2026	GMG	Initial version
2-Sep-2026	GMG	Updated sections on password reset and user registration
7-Sep-2026	GMG	Updated screenshots

1 GMG Sales Partner functions and GMG Manage

With the introduction of the new Sales Partner portal in summer 2026 the sales partner capabilities have been integrated with the GMG Manage user experience.

With this integration, there is only one login required to access both GMG Manage and the sales partner functions. Sales partner users that have been invited to use the sales partner functions will see an integrated experience that allows a seamless switch between GMG functions and sales partner specific functions:



The screenshot displays the GMG Manage web portal interface. At the top left is the GMG logo. Below it is a navigation sidebar with two sections: 'GMG Partner' and 'Sales Partner'. The 'GMG Partner' section includes icons for Organization, User, Licenses, Products, Activity, and My Apps. The 'Sales Partner' section includes icons for My Accounts, Contracts, Licenses, Opportunities, and Sales Material. The main content area is divided into two sections: 'GMG Manage functions' and 'Sales partner functions'. The 'GMG Manage functions' section contains a table with columns 'Account', 'City', and 'Country', listing accounts A, K, F, Sy, and L, all located in Greece. The 'Sales partner functions' section contains a table with columns 'Account', 'City', and 'Country', listing accounts FL, Sy, 4E, M, PRI, and Fot, located in Greece and Albania.

Account	City	Country
A	Kali	GREECE
K	Ka	GREECE
F	The	GREECE
Sy	Aspr	GREECE
L	The	GREECE
FL	Pa	GREECE
Sy	At	GREECE
4E	Tir	ALBANIA
M	Kat	GREECE
PRI	Ha	GREECE
Fot	Atl	GREECE

The GMG Manager functions are only available for users that are registered in GMG Manage.

The sales partner functions are only available for registered sales partner users. They are not available for normal GMG Manage users.

2 Password reset for existing users

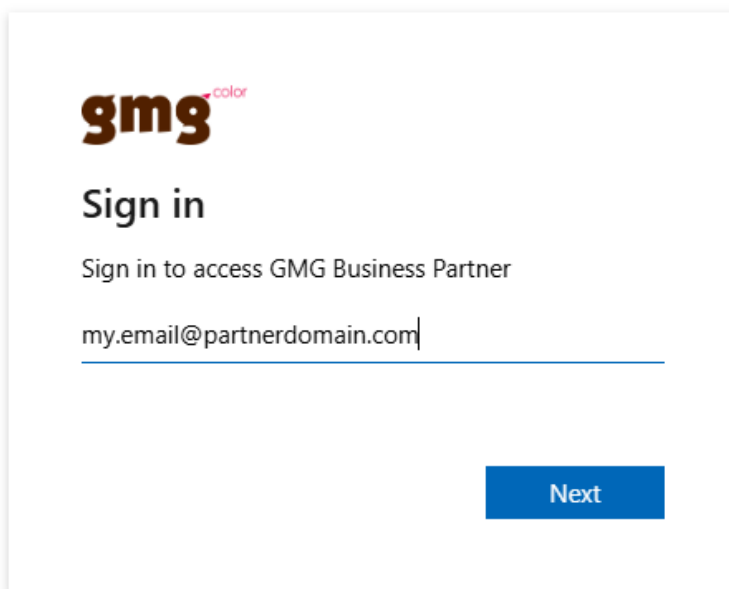
GMG is moving towards a unified login experience across the different internet sites that it provides to customers and partners.

The unified login experience requires a re-registration for sales partner users even if they were already registered in the old partner portal or in GMG Manage.

Sales partner users that have already registered in GMG Manage should use the same email address that they have used in GMG Manage to request access to the new sales partner functions.

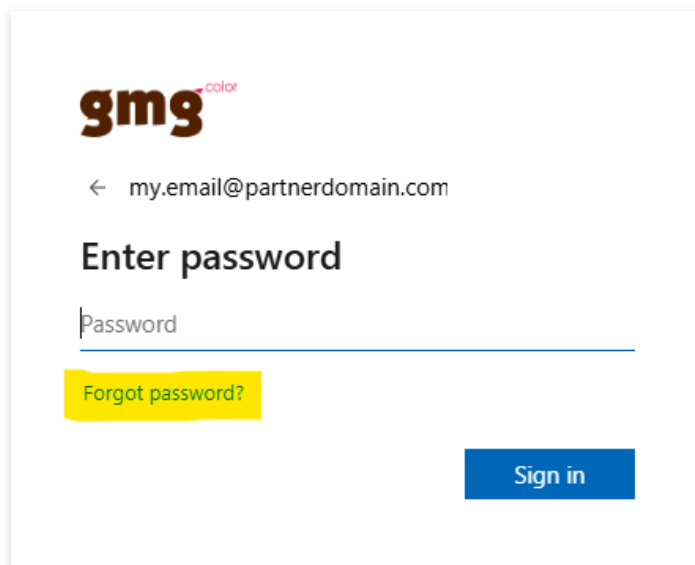
Please follow these steps to reset your password:

1. Enter your email address on the sign-in form:



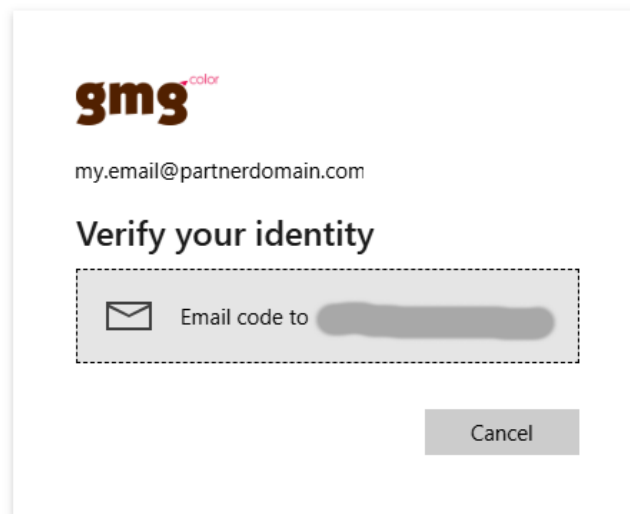
The screenshot shows the GMG 'Sign in' page. At the top is the GMG logo with 'color' in red. Below it is the heading 'Sign in' and the text 'Sign in to access GMG Business Partner'. There is a text input field containing the email address 'my.email@partnerdomain.com'. A blue 'Next' button is located at the bottom right of the form.

2. On the next page, you will be asked to enter your password. Your old password will not be valid anymore, therefore please choose the option 'Forgot password?':



The screenshot shows the GMG 'Enter password' page. At the top is the GMG logo with 'color' in red. Below it is the text '← my.email@partnerdomain.com'. The heading 'Enter password' is followed by a password input field. A yellow button labeled 'Forgot password?' is positioned below the input field. A blue 'Sign in' button is at the bottom right.

3. Please request a password reset code to be sent to your email address:



gmg^{color}

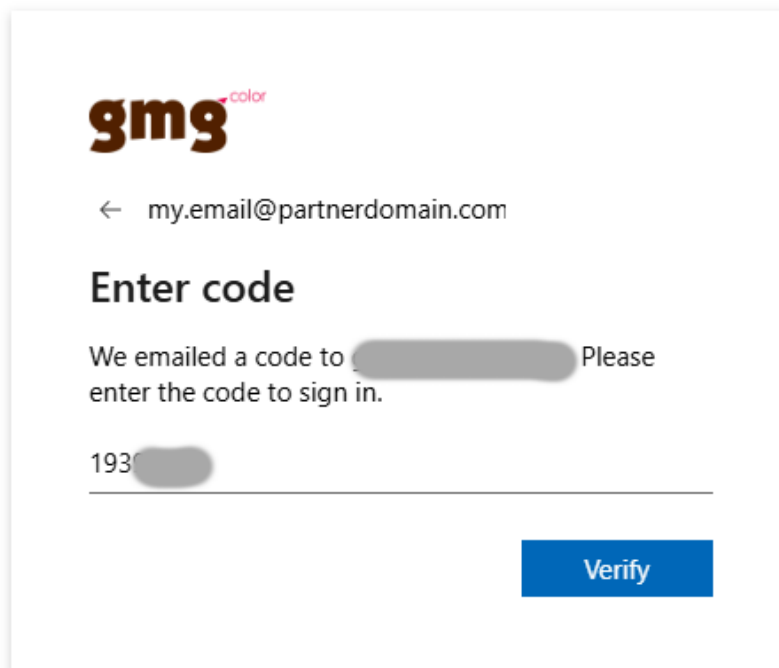
my.email@partnerdomain.com

Verify your identity

Email code to [redacted]

Cancel

4. You will receive a message with a password reset code. Please enter the code on the next page shown:



gmg^{color}

← my.email@partnerdomain.com

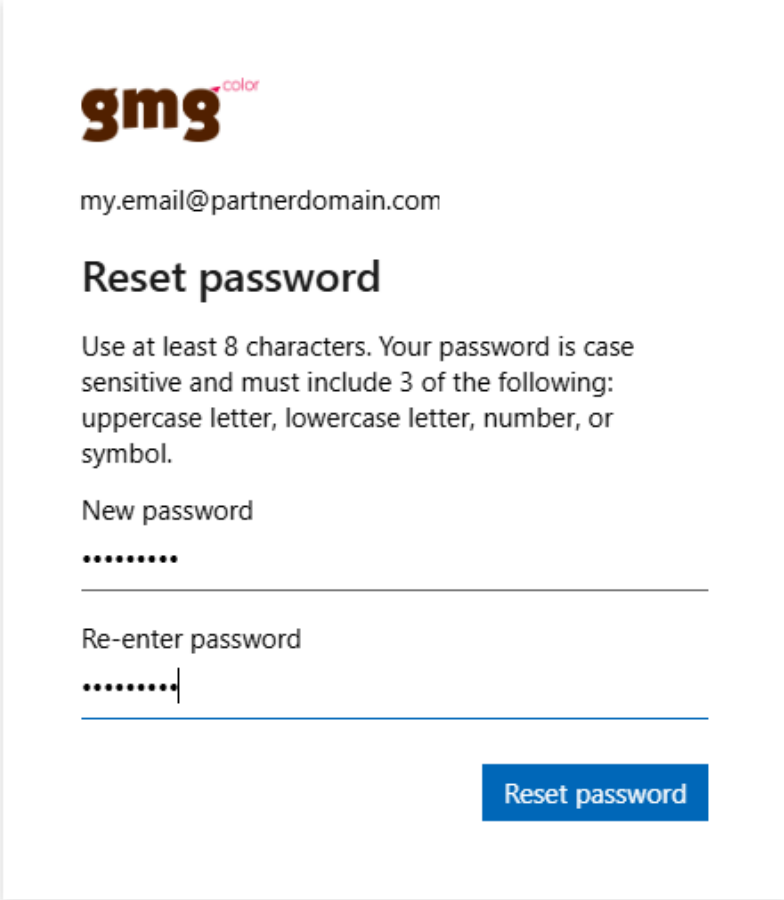
Enter code

We emailed a code to [redacted] Please enter the code to sign in.

193 [redacted]

Verify

5. You can then define a new password:



The screenshot shows a web form for resetting a password. At the top is the GMG Color logo. Below it is the email address 'my.email@partnerdomain.com'. The main heading is 'Reset password'. A message states: 'Use at least 8 characters. Your password is case sensitive and must include 3 of the following: uppercase letter, lowercase letter, number, or symbol.' There are two input fields: 'New password' and 'Re-enter password', both masked with dots. A blue 'Reset password' button is at the bottom right.

gmg color

my.email@partnerdomain.com

Reset password

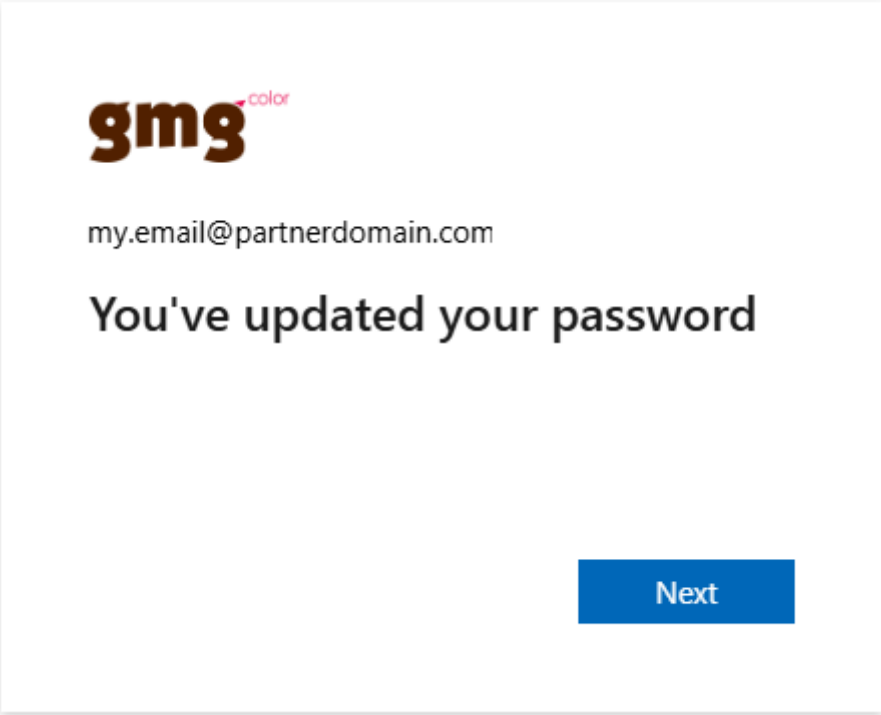
Use at least 8 characters. Your password is case sensitive and must include 3 of the following: uppercase letter, lowercase letter, number, or symbol.

New password
.....

Re-enter password
.....|

Reset password

6. The password change will be confirmed, and you will be logged into the new portal using your email address and the password you just specified:



The screenshot shows a confirmation screen. At the top is the GMG Color logo. Below it is the email address 'my.email@partnerdomain.com'. The main heading is 'You've updated your password'. A blue 'Next' button is at the bottom right.

gmg color

my.email@partnerdomain.com

You've updated your password

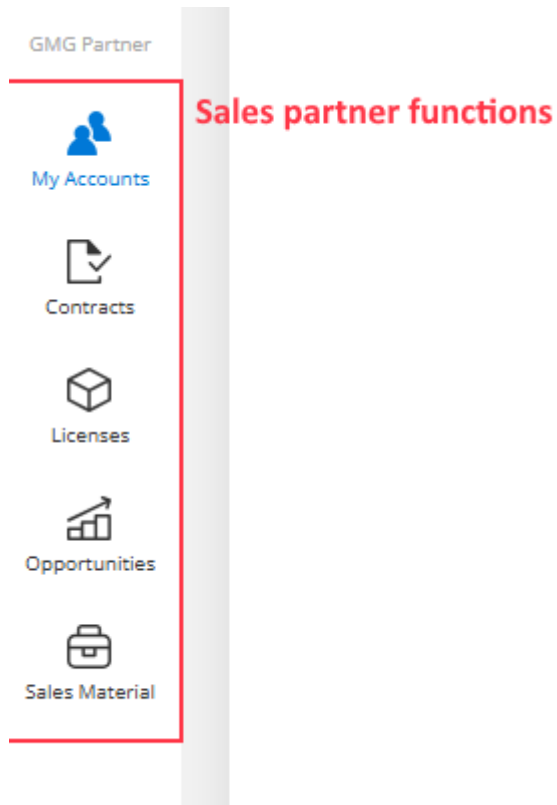
Next

3 Registration for new users

- Contact your GMG sales representative to request access – make sure your contact name, company and e-mail address is stated correctly and that you use the same email address as in GMG Manage if you already have an account there.
- GMG will set up your user account and relationship to the right GMG sales partner
- GMG will notify you when the setup is completed
- You can then log into the portal at <https://partner.gmgcolor.com/> and perform an initial password reset as described for existing users in the previous chapter.

4 Sales Partner Menu items

Once logged in, the additional GMG Partner area in the menu bar gives you several options:



- **My accounts:**
View and manage the customer accounts which your GMG sales representative has assigned to you as a sales partner.
- **Contracts:**
View SUCs (Software Update Contracts) and subscription contracts for which you are the responsible sales partner.
- **Licenses:**
View system-based licenses that you are responsible for as a sales partner
- **Opportunities:**
View sales opportunities that GMG has assigned to you.
Create new opportunities and update opportunity information.
- **Sales Material:**
View and download sales materials provided by GMG.

5 Filtering lists

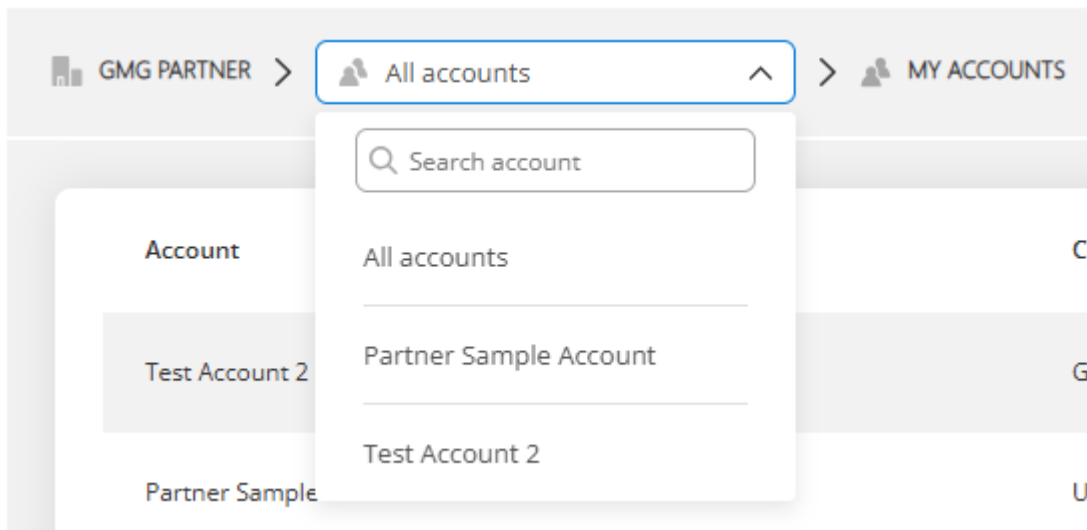
The lists in the GMG Partner area can be filtered in different ways:

1. By account
2. By a search filter string

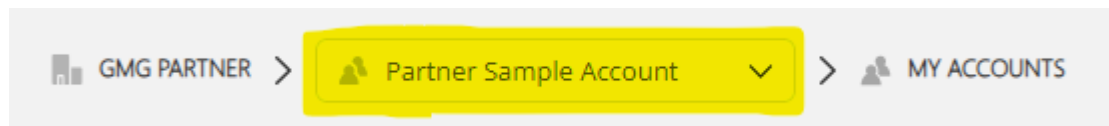
5.1 Account filter

The account filter exists on all pages except the Sales Material page.

It can be used to restrict the accounts, contracts, licenses and opportunities shown to the account selected:

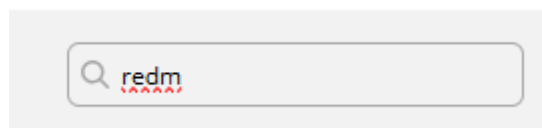


The selectable accounts include all accounts which are assigned to you as a GMG Sales partner. Once an account has been selected, it will stay selected and used for filtering until it is explicitly changed:



5.2 Universal search filter

The universal search filter restricts the visible rows to the ones that contain the search string entered:



The filter applies to most columns on a page, including address, country, contact, and makes it easy to quickly find a record that you are interested in.

6 My accounts

In the My Accounts section, you can view the customer accounts that have been assigned to you by your GMG sales representative and see immediately where action is required.

GMG PARTNER >		All accounts	> MY ACCOUNTS		Filter here ...	
Account	City	Country	Primary contact	E-Mail (primary contact)	Organization in GMG Manage	
A...	Ka...	GREECE	O...	f...	—	 
K...	Ka...	GREECE	F...	f...	—	 
Ph...	Th...	GREECE	Io...	S...	—	 
S...	As...	GREECE	Ge...	—	—	
D...	Th...	GREECE	Va...	va...	—	

6.1 Notifications for required actions

At the end of each account line up to three icons are shown which indicate that the account requires the sales partner's attention:

Column	Red state	Yellow state
Licenses 	Account has at least one license or license option where the license timer has expired during the last 7 days or will expire during the next 7 days. 	Account has at least one license or license option where the license timer will expire during the next 8 to 40 days. 
Contracts 	Account has at least one contract where the next contract extension date has passed during the last 7 days or will happen during the next 7 days. 	Account has at least one contract where the next contract extension is between 8 and 40 days ahead. 
Opportunities 	Account has at least one open opportunity where the estimated closing date has passed or is during the next 7 days. 	Account has at least one open opportunity where the estimated closing date is between 8 and 40 days ahead. 

7 Contracts

This page shows you all SUCs (Software Update Contracts) and subscription contracts for which you are the responsible sales partner.

GMG PARTNER > All accounts > CONTRACTS Filter here ...							
Contract number	Account	Start date	End date	Auto-extension	Billing interval	Billing date	Status
20433	Steph...	01.09.2023	31.08.2025	✕ No	12 Months	31.08.2025	Expired
21649	F...	15.01.2023	14.01.2026	✕ No	12 Months	14.01.2026	Expired
23189	IC...	01.01.2023	31.12.2025	✕ No	12 Months	31.12.2025	Expired
22301	Lit...	15.01.2023	14.01.2025	✕ No	12 Months	14.01.2025	Expired
24578	S...	01.11.2023	31.10.2025	✕ No	12 Months	31.10.2025	Expired

- The End Date shows the earliest date the contract can end, either because it expires or because it is terminated.
- The Billing Interval contains the period for which invoices are generated.
- The Billing Date shows the date when the invoice will be sent if the contract is not terminated or expired.
- Auto-extension indicates whether the contract will automatically extend by the Billing Interval unless terminated, or whether the contract will automatically terminate unless actively extended through a purchase order.
- The Status column shows these values:
 - Waiting: The contract hasn't started yet because the start date wasn't reached yet
 - Active: The contract is active
 - Expired: The End Date has passed, and the contract was not extended in time.

7.1 Contract details

Clicking on a contract shows contract details.

The section SUC items shows Software Update Contract line items with their License System Number, the GMG product number and the product description:


Contract 21646
Expired
×

Contract details

Account	Ar
Start date	15.01.2023
End date	14.01.2026
Auto-extension	No
Organization in GMG Manage	-

SUC items

0.026.805.135	27000001	GMG ColorProof SUC - 1 Year
	27000009	GMG ColorProof 4UP Printer Driver SUC - 1 Year
	27000150	GMG ColorProof Imposition Proofer Printer Module SUC - 1 Year
	27000000	GMG ColorProof ProofControl Inline Option SUC - 1 Year
	27000142	GMG ColorProof OpenColor Output Option SUC - 1 Year
	27000177	GMG OpenColor Base SUC - 1 Year
	27000178	GMG OpenColor Proofing Option SUC - 1 Year
	27000162	GMG OpenColor Separation Option SUC - 1 Year
	27000108	GMG OpenColor Offset Preset SUC - 1 Year

The section Subscriptions shows user-based subscriptions with their quantity, GMG product number and product description:

Subscriptions		
1	84000470	GMG ColorPlugin Packaging for Adobe® Photoshop® (1 User) Subscription - 1 Year

Note: Many current subscriptions are based on system identity, not user. These subscriptions are currently not shown here but appear in the license tab.

8 Licenses

The Licenses page shows all licenses for which you are registered as responsible sales partner:

Account	License System	License Type	Product	License Status	Validity	SUC
3A - [REDACTED]	0.03 [REDACTED]	M (Dongle)	GMG ColorProof (incl. PE) 5.1	Permanent		—
4E - [REDACTED]	2.17 [REDACTED]	M (Dongle)	GMG ColorProof 5.14	Permanent		—
4E - [REDACTED]	2.17 [REDACTED]	M (Dongle)	GMG ColorProof 5.16	Permanent		Active
A. [REDACTED]	0.02 [REDACTED]	M (Dongle)	GMG OpenColor Base Profiler 3.2	Permanent		Active
A. [REDACTED]	0.02 [REDACTED]	M (Dongle)	ProfileEditor for ColorServer 5.6	Permanent		Active
A. [REDACTED]	0.02 [REDACTED]	M (Dongle)	GMG ColorProof 5.16	Permanent		Active

Licenses that are currently covered by a software update contract (SUC) are marked as 'Active' in the SUC column.

Temporary licenses contain an expiration date in the 'Validity' column.

License options can be viewed by clicking on the caret besides the Product:

CCG Color Consulting Group OE 0.021.505.910	M (Dongle)	GMG ColorProof 5.14	Permanent	—
		Printer 2Up	Permanent	—
		GMG ProfileEditor	Permanent	—
		ProofControl inline	Permanent	—

9 Opportunities

This shows the sales opportunities that you are responsible for as a GMG sales partner:

GMG PARTNER > All accounts		OPPORTUNITIES		Filter here ...			Won	Open	Lost	+ Create opportunity	Export to excel
Opportunity name	Account	Status	Value	Probability	Estimated close date	Related demos					
0.000.002.910 - Demo Request: ICR-IOANNOU SA	ICI	Won	1,370.25 €	-	16.12.2020	—					
GMG OpenColor SN 2	P	Won	1,428 €	-	11.09.2021	—					
Hybrid packaging printing – achieving consistent results in both digital and analog	DS	Open	0 €	30 %	22.04.2025	ColorPlugin demo					
Hybrid packaging printing – achieving consistent results in both digital and analog	DS	Open	0 €	30 %	22.04.2025	Test					
Hybrid packaging printing – achieving consistent results in both digital and analog	Sy	Open	0 €	30 %	22.04.2025	—					
Hybrid packaging printing – achieving consistent results in both digital and analog	AR	Open	0 €	30 %	30.07.2026	—					

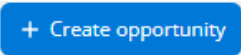
9.1 Filtering opportunities

Opportunities can be quickly filtered using the status filter buttons in the header area:

- **Open:**
Opportunity is in progress.
- **Won:**
The opportunity was closed successfully with a purchase order.
- **Lost:**
The customer decided not to buy.

When the opportunity page is entered, the standard filter setting is 'Open'.

9.2 Creating a new opportunity

To create a new opportunity, press the  button.

A new window will appear where you can enter the opportunity details:


Create opportunity
×

Opportunity details

Opportunity name Enter opportunity name	Expected close date DD.MM.YYYY 
Expected revenue Enter expected revenue €	Probability Enter probability %

Offer details (Optional)

Customer details

☒ **Select from your existing customers**
☐ **Add new customer**

Company name



Create

Close

Please enter at least an opportunity name, the estimated closing date, the estimated revenue and probability.

By default, the customer account can be selected from the accounts that your GMG sales representative has assigned to you. If the opportunity is for a new customer, select the radio button 'Add new customer' to enable input fields for a new account:

Customer details

☐ Select from your existing customers ☒ Add new customer

Company name

Enter company name

Street name and number

Enter street name and number

City

Enter city

Zip /postal code

Enter zip/postal code

Country

Enter country

Contact name

Enter contact name

Contact email

Enter contact email

Save the opportunity and it will appear in the opportunity list as open opportunity.

If the new opportunity has been submitted for a new customer, GMG will create a new account in the CRM system and link the opportunity to this account. This happens typically within a few hours but may take up to two business days.

During this time, the opportunity account will appear as 'Under review' in the opportunity list.

9.3 Viewing and editing an opportunity

Opportunity details can be viewed and edited by double-clicking the opportunity or by clicking on the edit icon at the end of the opportunity line:



Opportunity Info

CS Conventional + Installation + Training

Open

×

Opportunity details

Opportunity name

CS Conventional + Installation + Training

Estimated closing date

05.08.2026

Expected revenue

11,308.9 €

Probability

54

%

Description (optional)

Enter description

Product Line Items

Set by area support manager.

Item	Total Price
GMG ColorServer Conventional Bundle 5.3	6,493.5 €
Installation and Training	4,666.66 €
Travel per km	148.74 €

Customer details

Customer name

Mi

Related Demos

Give me more and show me what it can do for me

Save Changes

Close

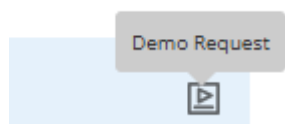
The following fields can be edited by a sales partner if the opportunity is in the open state:

- Opportunity name
- Estimated closing date
- Estimated revenue: Only if no explicit product line items have been added by GMG. If the opportunity contains product line items, then the estimated revenue is calculated from these.
- Probability
- Description

9.4 Creating a demo request

GMG provides time-limited software licenses to demo product features. The request of such a demo license must be initiated from the sales opportunity for which the demo license is needed.

Click the 'Demo Request' icon at the end of an opportunity line in the list of opportunities:



Enter a name, the demo period, the HW dongle ID and a description of the products required:


Request demo

Demo details

Related opportunity
Creation Test

Demo name

Start date



End date



Select a start and end date from tomorrow onward. The date range must be between 7 and 60 days.

Product details

License details

☒ Select from existing serial number
 ☐ Request new license system

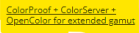
Serial number



Press the  button to request the demo license.

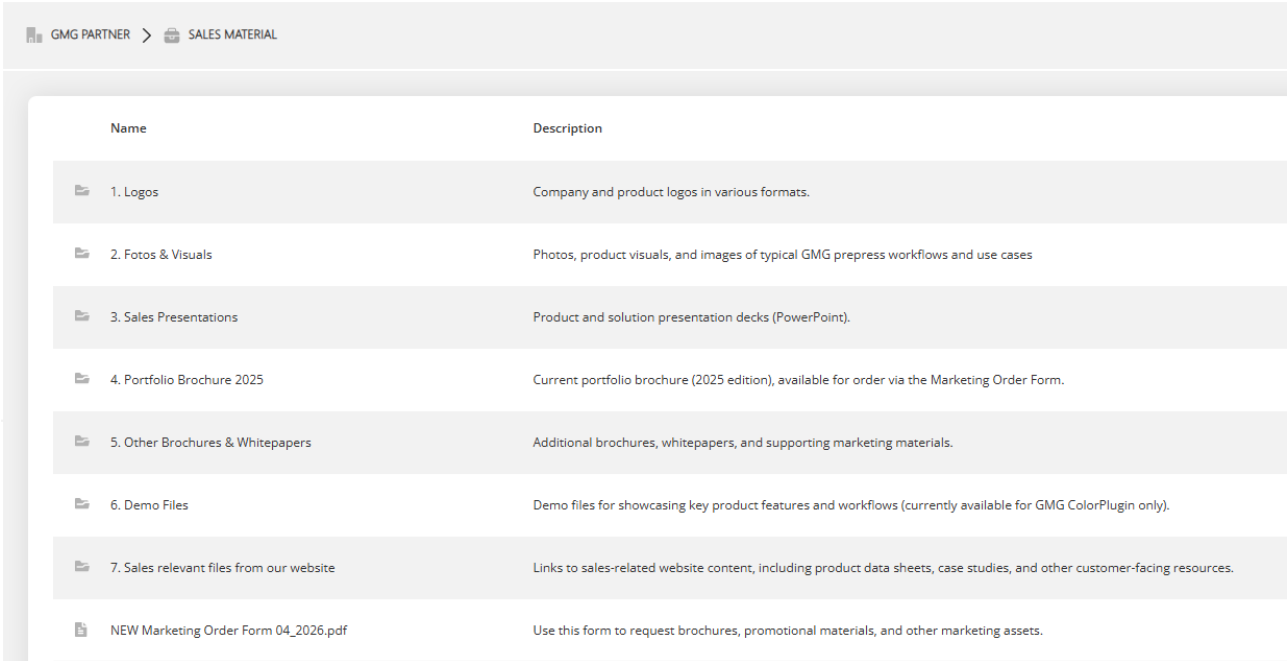
The demo request will be sent to the responsible GMG team where it will be processed.

Demo requests are shown in the rightmost column of the opportunity list:

Opportunity name ↓	Account	Status	Value	Probability	Estimated close date	Related demos
Creation Test	Al		15,000 €	10 %	08.02.2026	

10 Sales materials

This section contains sales material to support our sales partners, and instructions on how to use the portal. These materials are continuously updated by the GMG team:



The screenshot shows the 'SALES MATERIAL' section of the GMG Partner portal. It features a table with two columns: 'Name' and 'Description'. The table lists eight items, including folders for logos, photos, presentations, brochures, demo files, and website content, as well as a PDF for a marketing order form.

GMG PARTNER > SALES MATERIAL	
Name	Description
1. Logos	Company and product logos in various formats.
2. Fotos & Visuals	Photos, product visuals, and images of typical GMG prepress workflows and use cases
3. Sales Presentations	Product and solution presentation decks (PowerPoint).
4. Portfolio Brochure 2025	Current portfolio brochure (2025 edition), available for order via the Marketing Order Form.
5. Other Brochures & Whitepapers	Additional brochures, whitepapers, and supporting marketing materials.
6. Demo Files	Demo files for showcasing key product features and workflows (currently available for GMG ColorPlugin only).
7. Sales relevant files from our website	Links to sales-related website content, including product data sheets, case studies, and other customer-facing resources.
NEW Marketing Order Form 04_2026.pdf	Use this form to request brochures, promotional materials, and other marketing assets.

Clicking on the name of the section opens the next detail level:



The screenshot shows the '1. LOGOS' section of the GMG Partner portal. It features a table with two columns: 'Name' and 'Description'. The table lists two items: 'Company' and 'Products'.

GMG PARTNER > SALES MATERIAL > 1. LOGOS	
Name	Description
Company	
Products	

Materials are organized into folders which can be navigated by clicking on the folder names.

To download any files, click on the download button at the right side:

Frank Reseller Test

Organization

Users

Systems

Products

Activity

My Apps

GMG Partner

My Accounts

GMG PARTNER > SALES MATERIAL > 1. LOGOS > COMPANY

Filter here ...

Name	Description
GMG_2c.pdf	
GMG_4c.jpg	
GMG_4c.pdf	
GMG_sRGB.png	
GMG-Company-Logo_Print.zip	
GMG-Company-Logo_Web.zip	