Build Your Business With AddonSoftware

A Unique Partnership Opportunity

Membership in the AddonSoftware® Partner Program embraces the concept of the open source community model by offering partners the opportunity to become involved in the creation and enhancement of the product. The program further extends the concept by remaining true to the principles of a commercial partnership by rewarding developers for their contributions to the AddonSoftware product. Such a rejuvenated, thoroughly modern Enterprise Resource Planning solution requires a unique partner plan. The AddonSoftware Partner Program is that exclusive and unique opportunity.

Co-operative Development Rewards

AddonSoftware Partners are eligible to participate in Co-operative Product Development, an innovative approach to rewarding partners for ongoing AddonSoftware-directed development. Contributing expert product development helps meet their own needs while shaping the overall future of AddonSoftware products, and can result in an increased margin of new product sales of up to 100%.

Membership Benefits

AddonSoftware Partners enjoy generous margin opportunities, an exciting set of state-of-the-art business development tools, and the technical and training support they would expect from a long-standing industry leader of software development tools. Suitably qualified partners can quickly attain Authorized Partner status and begin growing their membership to the higher levels of the program. AddonSoftware product pricing for partners is specified in the AddonSoftware Price List published on the partner portal at www.addonsoftware.com. Discounts are based on annual sales performance as follows:

	New/Rental/Upgrade/ Additional Users Discount	Annual Maintenance Discount	AddonSoftware Total Annual Purchases
Authorized Partner	30%	20%	Up to $50,000
Premier Partner	40%	30%	$50,000 - $99,999
Elite Partner	50%	40%	Over $100,000

Software

- Receive a five-user AddonSoftware Development Kit license with 20 annual support incidents
- Access to the online order processing system for AddonSoftware

Complimentary Training

- AddonSoftware: Accounting, Distribution, and Manufacturing bundles
- Introduction to the BBj® language and database concepts
- Barista® Application Framework, the rapid development toolbox
- Sales and Marketing Workshop

Unleashing *The Freedom to Grow®*

Optional Fee-based Training and Conferences (no charge for partners in co-op development)

- Advanced Barista RAD Framework and Jaspersoft Studio Report Designer
- Git version control and Bugzilla bug tracking systems
- Semi-annual conference attendance

Customer Base Assistance

- End user notification of the latest releases and success stories through AddonSoftware communiqués
- Assistance with annual maintenance renewals known as Software Asset Management or SAM

    SAM is a renewable subscription that guarantees availability of the most current AddonSoftware products and gives your customers the ability to upgrade their license(s) to the most recent product revision and receive software enhancements, bug fixes, and compatibility with the most current technology. SAM is also a cost effective way to ensure access to technical support and receive preferred pricing on additional users.

- Enhanced online ordering and information system through b-commerce®
  - Search/access end user data for more efficient order processing
  - Manage license renewals to track expirations
  - Track/renew and process online invoices for SAM
- 90-day renewal window to reinstate SAM without incurring a reinstatement fee

Membership Categorization

Prospective partners must complete the technical training requirements and need to exhibit the following capabilities:

- Demonstrate the necessary technical, accounting product, and sales knowledge to sell and support AddonSoftware products
- Sell and install AddonSoftware to at least three new customer or virtual sites per year
- Submit annual marketing plan detailing product and sales goals for AddonSoftware's review and acceptance
- Publish a link to www.addonsoftware.com on partner's website home page
- Attend AddonSoftware and Barista training each year
- Attend Sales and Marketing Workshop, as offered
- Achieve AddonSoftware certification

Annual Membership Fee

Partners may join at the Authorized Partner level without paying any fees. Premier and Elite Partners pay the fees on a monthly or an annual schedule, whichever is most convenient. Fees are $600 per month or discounted to $6,600 per year. Participation in the Co-operative Development Program, as described below, reduces the membership fee to $300 per month or $3,300 per year.

Co-operative Development Program

The benefits of participating in the Co-operative Development Program are available to all Partners. Premier and Elite Partner participation is included in their membership fee. Recurring 4-hour monthly minimum contributions for 12 consecutive months reduces the following year's fee to $3,300. Development activities exceeding 4 hours per month results in new product or rental sales credit at the retail rate of $150/hour. Co-op credits can only be used to purchase products for an end-user customer that the AddonSoftware Partner is supporting directly and are not transferable.

Authorized Partners can optionally enroll in the Co-operative Development program by paying a membership fee of $300 per month or a discounted $3,300 per year. Development activities exceeding 4 hours per month results in new product or rental sales credit at the retail rate of $150/hour.