

Partner Support Business Opportunity Modules

(Limit one per product line)

| | Affiliate | Associate | Premiere |
|---|--------------|--------------|----------|
| Partnership Initiation | Included | Included | Included |
| <ul style="list-style-type: none"> • Demo Use Licenses • Discount on Internal Use Licenses • Discount on Consulting Services | | | |
| Sales and Marketing Education | | | |
| <p>Aids Account Executives, Sales and Marketing Professionals to more effectively position and sell solutions based on Cincom software.</p> <p>Objective: To enable effective positioning and sale of solutions based on Cincom software. Includes:</p> <ul style="list-style-type: none"> • Sales and Marketing Training: up to five Sales and Marketing people (\$2,500 value) • First-year Mentoring Support: 40 hours Sales Support: (\$6,000 value) | | | |
| Technical Education | Not Included | Included | Included |
| <p>Aids Technology Consultants, Pre-Sales Consultants, Practice Managers and Application Developers to understand the technology and more easily translate customer needs into solutions based on Cincom software.</p> <p>Objective: To provide understanding of the technology and ability to translate customer needs into solutions based on Cincom software. Includes:</p> <ul style="list-style-type: none"> • Product Training: up to five Technical people (\$9,000 value) • First-year Mentoring Support: 40 hours Sales Support: (\$6,000 value) | | | |
| Solution Education | Not Included | Not Included | Included |
| <p>Aids Solution Architects, Application Developers, Database Administrators and Systems Administrators to gain expertise associated with Cincom's technology and complete technical solutions.</p> <p>Objective: To provide expertise in implementing complete solutions based on Cincom technology. Includes:</p> <ul style="list-style-type: none"> • Advanced Product Training: up to five Technical people (\$9,000 value) • First-year Mentoring Support: 40 hours Sales Support: (\$6,000 value) | | | |