

As a Cincom Partner, you will see a number of great benefits:

- The ability to sell a variety of Cincom products and solutions
- Competitive margins
- Licensing and maintenance revenue opportunities
- A significant services drag opportunity
- Access to free NFR (Not-for-Resale) software copies for solutions development
- Dedicated marketing, sales and technical support
- Online support through our Partner Portal, MyCincom
- Training-package options that fit your preferred level of expertise
- Software and services audit and support package for partners who are providing hosting environments

And one more thing:

We never forget that these are your customers. We respect the relationships you've built, and we're here to support you in those relationships.

Now is the time to become a member of the Cincom Partner community.

Partner Program Overview



The Perfect Partnership Opportunity

As a provider of critical business-processes solutions, Cincom understands the complexities of IT business requirements facing organizations – from the smallest to the largest. We also recognize the value that our partners provide to our customers, and are committed to our partners' success and profitability.

As an acknowledgement of our belief in the value of partnering, Cincom invites you to join our Partner Program, which will make it even easier for you to begin selling Cincom solutions and realizing true profitability.

One Program Provides Ease of Entry

One entry point into the Cincom Partner Program means it's easy to get started. Once you are a Cincom authorized partner, simply choose the products that best suit your business, then begin selling and servicing your customers. It's that easy! You have everything you need to successfully sell, service and support your customers – at any level. The program gives you the freedom to perform as many or as few services as you wish.

As a Cincom Partner, you will be supported by our professional marketing, sales and support experts. Since we are 100% committed to your success, we offer a variety of tools, mentoring and training options to ensure you are ready to sell and implement Cincom solutions. You can also access our dedicated partner portal 24/7 for the latest in marketing, sales and support tools as you need them, when you need them.

The Cincom Partner Program is open to all partners who play a role in delivering "The Perfect Customer Experience."

The Cincom Partner Program is open to Value Added Resellers Systems Integrators, Resellers, and Distributors, as well as referral and cooperative marketing arrangements.

As a Cincom Partner, you can sell, service or build applications for resale around selected Cincom products – or select them all. To make it easier for you, Cincom provides one equally appealing program that is independent of partnership type or the Cincom product line that is under consideration.

As a Cincom authorized partner, you will have the ability to sell and service as much of the delivery cycle as you wish. Partners are free to provide consulting services once they have completed the education modules for the selected products.

For partners interested in developing their own solutions based on Cincom products, Cincom provides an open environment of training, support and service to ensure your solution takes full advantage of our quality offerings.

Get Business On-Demand

Unlike other partner programs that require upfront licensing fees and dedicated operating costs, Cincom enables you to leverage your existing resources within your own organization and only add cost at the margin, where tangible business opportunities justify it. You also have the freedom to choose which product or combination of products you want to sell. In essence, partnering with Cincom is like a "business on-demand."

Get Your Just Rewards!

Cincom offers our authorized partners competitive margins for licensing and services on all our solutions. Our partners also see incremental revenue opportunities through maintenance and add-on services provided by you as an authorized Cincom Partner.

Get the Best Training In the Industry

Cincom provides one of the most comprehensive training programs in the industry. Our training programs have been designed to minimize your time out of the office while maximizing your learning using real-life scenarios and tools.

We offer self-study and instructor-led training at the solution, sales and technical level. You pick the training best suited to your portfolio and level of service expertise. There's no certification *required*, making it even easier for you to ramp up your selling efforts and quickly realize revenue.

We offer training for Sales and Marketing Professionals, Technology Consultants and Solutions Architects.

Sales and Marketing Professionals – This training option will provide you with the ability to more effectively sell Cincom technologies and solutions.

Technology Consultants – this training will arm you with the confidence to transform your customers' needs into applications based on Cincom solutions.

Solutions Architects – This training will guide you through building value-add solutions for your customers and expand the breadth of your expertise of Cincom's business-processes technologies.

We also offer mentoring programs unique to our industry. Our mentoring program includes consulting for sales, pre-sales consulting and post-sales consulting support with each Education Business Opportunity Module.

With Cincom You Are Always Supported

Once you've become a Cincom partner, supporting you is our most important goal. We've created three packages for you to choose from to ensure that you are never alone when selling and servicing Cincom solutions to your customers.

Hosting Partners

Partners offering Cincom products to end-users via a hosted environment are required by Cincom to hold a Hosting Environment Audit. In our Hosting Partners Audit Package, you get the support of Cincom consultants during the important three-step process of environment setup: Planning, Installation and a Go-Live audit.

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
<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	
<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) 			

About Cincom

Cincom is one of the most experienced companies in the software industry. Together with our partners, we deliver innovative business simplification solutions and services to thousands of customer around the globe. Cincom is committed to quality service and support for our customers and partners.

Get started today!

Contact Cincom's Partner Program by:

Phone: 1-800-2CINCOM
(U.S. only)

1-513-612-2300
(Cincinnati local)

E-mail: partners@cincom.com

**Or, feel free to visit our website
for additional information:
www.cincom.com/partners**

**The Right Product,
the Right Program,
the Right Partner –
Cincom**

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FORM VI070515-5 2/08
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World Headquarters • Cincinnati, OH USA • US 1-800-2CINCOM
Fax 1-513-612-2000 • International 1-513-612-2769
E-mail info@cincom.com • <http://www.cincom.com>

