

The Partner+ Difference

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Vice President Global Partners and Channels



Expanding Your Business Opportunities



You Can Belong to More Than 1 Track at a Time

Progress Partner+ Program					
Independent Software Vendor	Distributor and Reseller	OEM	Technology Alliance Partner	System Integrators	Service Provider
Companies who develop proprietary software solutions or applications and sell them to end users.	Companies that resell products to channel partners (Distributor) or directly to the end users (Reseller).	Refers to the partner that acquires a product or component and incorporates it into a new product with its own brand name.	Companies who bring value to the Progress suite of products with their own integrated and simplified solution or service.	Companies who get revenue from consulting and design services with significant expertise in a technology segment or vertical market and take title to product.	Companies that provides a service to our mutual market. Usually in reference to hosting cloud-based services.
Elite	Distributors	Partner	Training Delivery	Application Builder	Partner
Premier Rising Star	Resellers		Service Awareness	Service Delivery	
Premier	Regional Franchise Owner		Technology Integration		
Member Rising Star	Referral		Technology Partnership	Partner	
Member	Registered		Strategic Alliance		

For ISVs: Expand Your Business with Your Existing Customers



For ISVs: Where Will This Apply? For Your Existing Customers...

	Resell	Referral	White Label
Corticon	✓	✓	✓
OE Replication	✓	✓	
MDBA, Pro2	✓	✓	✓
Telerik	✓	✓	
Modulus	✓	✓	✓
Other Services	✓		

Differentiators: Full GTM Support

- Training on +1's available on LMS
- Marketing emails for lead generation
- Branded datasheet available for partners

PROGRESS® BravePoint®

MANAGED DATABASE ADMINISTRATION

Progress® BravePoint® Enterprise manages, optimizes and replicates database management. Our Managed Database Administration (MDA) solution lets the source of your IT team, creating more time for strategic work and business growth.

PROGRESS BRAVEPOINT MDA IS COST-EFFICIENT AND TRANSPARENT

The MDA solution is available for all databases including Oracle, IBM, and Microsoft. It is a cloud-based service that is easy to use and integrates with your existing IT environment. It is a cost-effective solution that is easy to use and integrates with your existing IT environment.

PROGRESS BRAVEPOINT MDA OFFERS UNMATCHED EXPERIENCE

Our MDA team has the best of the database administration process including database performance, backup and recovery, and disaster recovery. With over 100 years of combined Progress® OpenEdge and Progress Software experience, there is no one else out there.

Questions? Contact us today and let's get started. 800-374-2886
www2.progress.com

PROGRESS BRAVEPOINT MDA FAQS

MDA Service Features:

- 24/7 monitoring and support
- Web-based monitoring portal for full visibility
- Proactive failure and performance monitoring
- Immediate alert notification of any disruption
- And all the database hardware support. (No location arrangements, server rack space and all database recovery concerns)

PROGRESS® OpenEdge®

PROGRESS® OPENEDGE® REPLICATION AND REPLICATION PLUS

OVERVIEW

To today's complex and ever-changing applications, the need to be available for "mission-critical business hours" and to keep data available 24/7. Extended enterprise and business critical applications need real-time data replication. OpenEdge® Replication and Replication Plus protect against the potential loss of the enterprise's most valuable data. OpenEdge Replication and Replication Plus protect against the potential loss of the enterprise's most valuable data. OpenEdge Replication and Replication Plus protect against the potential loss of the enterprise's most valuable data.

HIGHLIGHTS:

- A comprehensive disaster recovery solution completely integrated with the OpenEdge platform
- Supports replication of OpenEdge databases in real-time with no coding
- Proactive monitoring and performance of your OpenEdge databases
- Supports real-time access to the database without overloading the production database

WHAT IT DOES

Progress OpenEdge Replication provides a set of tools and procedures to protect OpenEdge's most valuable data by real-time replication to one or more remote, non-standard databases. It is designed to protect the data and ensure continuous availability. OpenEdge Replication is completely transparent to the existing OpenEdge application.

The Progress OpenEdge Replication and Replication Plus solution provides a set of tools and procedures to protect OpenEdge's most valuable data by real-time replication to one or more remote, non-standard databases. It is designed to protect the data and ensure continuous availability. OpenEdge Replication is completely transparent to the existing OpenEdge application.

BENEFITS

PLUG-IT INTO WITH AN ACTIONABLE DISCOVERY

OpenEdge Replication and Replication Plus are designed to protect the data and ensure continuous availability. OpenEdge Replication and Replication Plus are designed to protect the data and ensure continuous availability. OpenEdge Replication and Replication Plus are designed to protect the data and ensure continuous availability.

PROGRESS

Pro2 Enterprise

Accurate, Real-Time OpenEdge Data Replication

Maximize the effectiveness of your OpenEdge database with the Pro2 Enterprise Data Replication solution. In real-time and without clumsy connectivity connectors, replicate your data into SQL, ring and analysis.

Managed Database Administration (MDBA)

Maximum Performance. Unmatched Experience.

Leave the dirty work to the experts who know it the best. Database management is a tedious and painstaking job that, if not done right, impacts your applications effectiveness and functionality.

Our MDBA service, powered by Progress BravePoint, gives you the freedom to focus on more revenue generating and future thinking projects while your databases are in good hands. Our team knows your system inside and out ensuring you have maximum uptime and the most efficient systems in the industry.

Managed Database Administration provides:

- Web-based monitoring portal for full visibility
- Preventative and proactive maintenance
- Immediate alerts in event of a data disruption
- And much more...

Visit the site

The success of your enterprise is important to us, it starts with your ability to trust and utilize the systems you rely on each day. Our MDBA solution ensures your system is running at its peak so you can catapult your business to new heights.

QAD
Our Passion. Your Advantage.

PROGRESS® BravePoint®

PRO2 ENTERPRISE FEATURES INCLUDE:

- Replication of all 4GL data types
- Graphical administration & monitoring tool
- Asynchronous replication
- Support of multithreading
- Minimal disk I/O in Progress
- Small footprint in database

WHY PRO2 ENTERPRISE?

- Application integration
- Data archives
- Business intelligence
- and much more!

Datasheet

Enterprise users are Pro2 Enterprise as

MDBA EXPERTS KEEP THE HEARTBEAT AND HEALTH OF YOUR DATABASE AT PEAK PERFORMANCE.

Heartbeat: The operating status of database and host servers includes:

- 24/7 database monitoring
- Notification of interruptions
- Personal contact follow ups

Health: Trends signaling potential problems:

- Monitor usage statistics
- Track DB log file errors
- Regular performance reports

Download our MDBA Datasheet below.

Available Training Courses

All of Progress Product Portfolio Education courses can be found on the Training Resources site on PartnerLink

Managing and Monitoring Progress OpenEdge

Implementing Progress OpenEdge Replication for Disaster Recovery
Implementing Progress OpenEdge Replication for Disaster Recovery: Assessment Exam

Building a Progress OpenEdge Multi-Tenant Application
Building a Progress OpenEdge Multi-Tenant Application: Assessment Exam

Securing your Data with Progress OpenEdge Transparent Data Encryption
Securing your Data with Progress OpenEdge Transparent Data Encryption: Assessment Exam

Progress PartnerLink

Business
Empowerment

Partner Marketing

Technical Enablement

Product Resources

Training Resources

Solutions & Partner
Directory

Professional Services

Partner+ Program

- ▶ Powered By Progress
- ▶ Powered By Progress Award Program
- ▶ Gordon Fleming Spark Award
- ▶ Project : Garage Experience

▶ **Resell - Referral Program**

[ProgressLink](#) >> [Progress PartnerLink](#) >> [Partner+ Program](#) >> [Resell - Referral Program](#)

RESELL - REFERRAL PROGRAM

New for 2015! Progress Partner Resell & Referral Program

This program is created to allow existing partners to expand their scope of business to include **Referral** and **Resell** new opportunities with Progress. More information can be found in the Program Material section below.

Our Partner can expand their business with such product offerings as:

- > OpenEdge Management
- > OpenEdge Replication & Replication+
- > OpenEdge Rules (Corticon)
- > [Managed Database Administration \(MDBA\)](#)
- > [Pro2](#)
- > Other Professional Services

**Check out
PartnerLink for
more details.**

Resell & Referral Program Material

 [Reseller + Referral Partner Program.pdf](#)



Increase Developer's Skills



Training Resources

My Profile | progress.com | Community | eLearning | Download Center | Logout

PROGRESSLINK

Progress PartnerLink

ProgressLink » Progress PartnerLink » Training Resources » Corticon

CORTICON

Select any area below to register for self-paced online courses.

By Catalog	By Role
Corticon (login to LMS to view current offers)	Role based training is under development.

NOTE: Access to the Progress eLearning Community (PEC) requires separate login credentials. If you are not registered eLearning, contact the Progress Training Coordinator at your company for self-registration information.

Corticon Training

Corticon Training



Start Your Progress Corticon Training NOW!

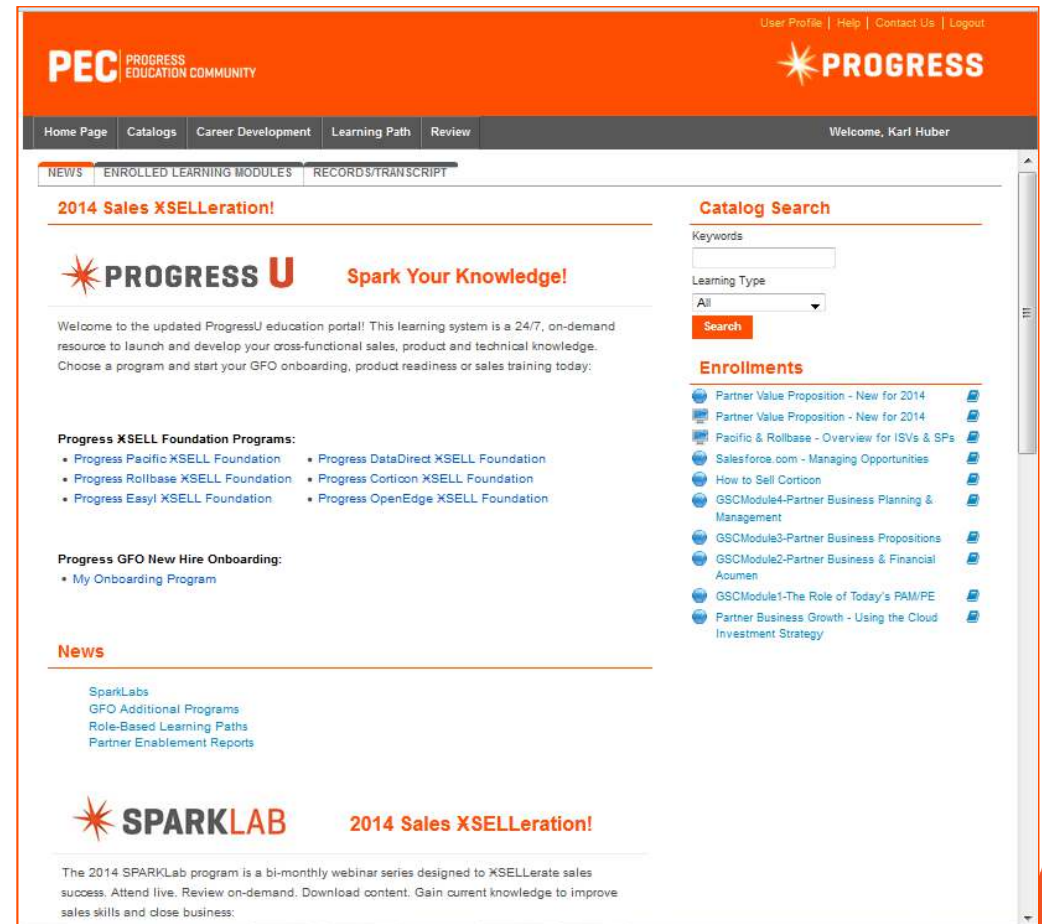
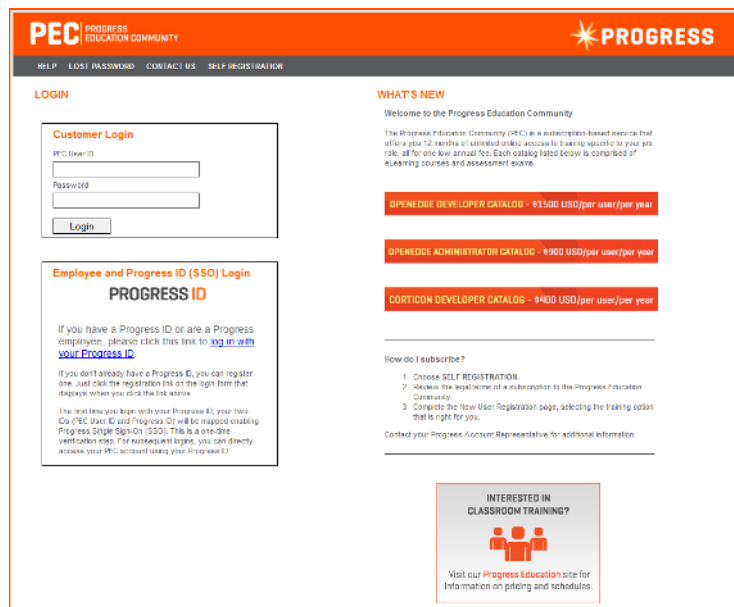
The following Sales and Technical Empowerment programs are available, choose a program and get started today:

Enroll in a Progress Corticon Empowerment Program:

- [Corticon Sales Training](#)
- [Corticon Technical Sales Training](#) or
- [Corticon Technical Engineer Training](#) or
- [Corticon Advanced Support Consultant Program](#)

Training Resources – LMS & PEC

- Partner Training in the Progress eLearning Community (PEC)



Adopt a Sales Strategy



Partner Sales Program: Sales Methodology & Pipeline Management



“One of the best I have attended. I like the approach, turn things upside down.”

“Very valuable, very strong material.”

“Challenged what I thought was the selling process and empowered me going forward.”

Next Session: May 6/7 in Sao Paulo



Empowerment Webinar

- Building Your Personal Brand, April 23
- Building Your Personal Pipeline, June 16

VORSIGHTBP



Steve Richard

Founder and Partner



Joe LaStoria

Consultant and Master Facilitator



Create a New App



Expand Your Portfolio, Extend Around the Progress Products



What is Project Garage?

- Mentored Development Sprint
- Develop a prototype in 5 days or less
- Try out a new technology you don't already use – Rollbase, Corticon, Modulus, Telerik
- Get a jumpstart on any net new projects
- Available for all partners!



Project Garage: Some Details

- All Partners are eligible – but must apply with details about the new opportunity
- Project Garage is NOT about modernizing an existing OE application
- It is about adding functionality to an existing app, or creating a net new app to enter another market or segmentation
- Requires commitment from both sides
- No charge for partners to participate
- Why would we do this??

Protect> Extend> Expand>

Is Project Garage for YOU? Ask yourself...

- ✓ Do you have a new project you want to develop?
- ✓ Will you use a Progress product you don't currently use?
- ✓ Can you quantify the business opportunity?
- ✓ Are you willing to commit your developers to learning this new product and participate in the 5-day development sprint without distractions?
- ✓ Do you have a business plan with us?
- ✓ Are you ready to expand your business?
- ✓ ***If you answered "YES" then this is for you!***



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- ▶ **Project : Garage Experience**
- ▶ Resell - Referral Program
- ▶ Reference Appreciation Kit
- ▶ Partner+ Communications
- ▶ Partner Sales Program (PSP)
- ▶ Technology Alliance Partner (TAP)

[ProgressLink](#) >> [Progress PartnerLink](#) >> [Partner+ Program](#) >> Project : Garage Experience

PROJECT : GARAGE EXPERIENCE

Project Garage is all about getting our global partners to use additional technologies in their portfolio, alongside their OpenEdge applications. More information can be found in the Program Material below.

- Mentored Development Sprint
- Develop a prototype in 5 days or less
- Try out a new technology you don't already use – Rollbase, Corticon, Mobile
- Get a jumpstart on any net new projects
- Available for all partners!



Project Garage Program Material

 [Project Garage Application.doc](#)

 [Project Garage Overview.pdf](#)

Have a REAL Marketing Strategy



Marketing Strategy



Business and Marketing Planning



- ✓ Partner Business Plans
- ✓ Marketing Consultations

Demand Generation



- ✓ Market Development Funds
- ✓ Ignite Marketing Resource Portal

Communication



- ✓ Newsletter
- ✓ Blogs
- ✓ Social Media

Enablement and Empowerment



- ✓ Partner Sales Program
- ✓ Webinar Series: Building Your Personal Brand, Building Your Personal Pipeline

Powered by Progress



- ✓ Social Media Campaign Support
- ✓ Partner Events

Apply for MDF to Help Execute



- MDF invests in partner's marketing efforts
- Progress will reimburse a partner up to 50%
- Requires current partner business plan on file
- **Note:** all funds are granted, not earned, not guaranteed. A partner has no "rights" to PDF

Find My Place in the Cloud



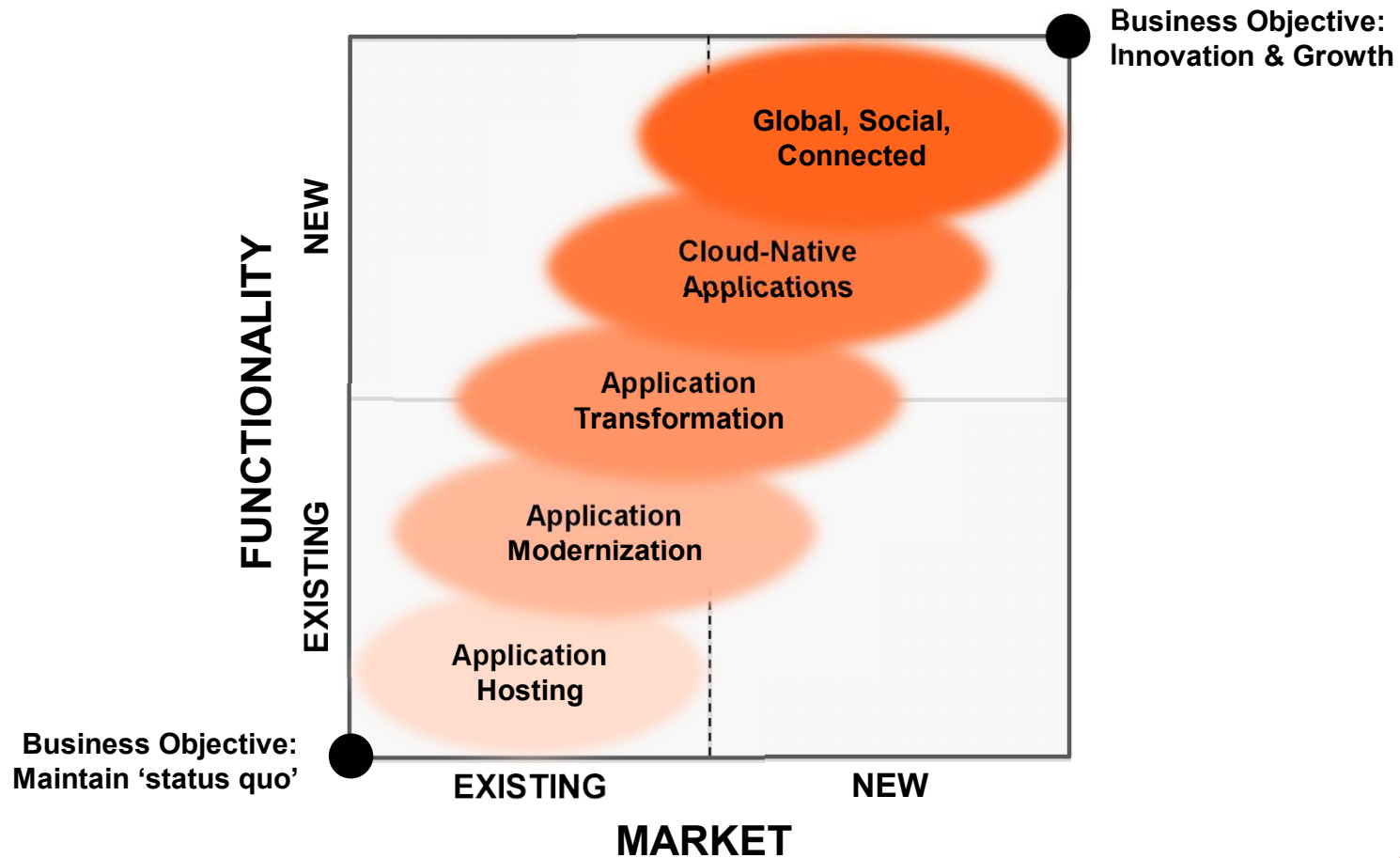


Host a Cloud Investment Meeting to Plan Your Journey

And let's meet to ...

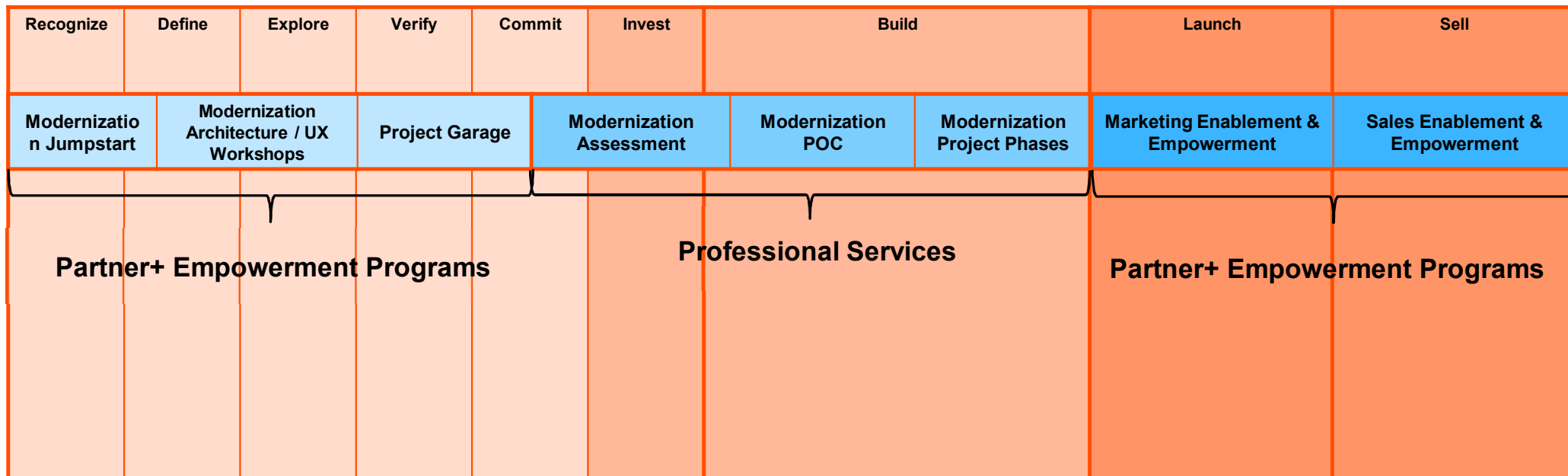
- Discover
- Discuss
- Decide
- Develop

Cloud Investment Model: The “Journey to the Cloud”



Accelerating Modernization Through Partner+ Empowerment Programs

Partner Modernization Journey



Remember This!

- Partner Link
- Business Plan
- Program Resources
- Keep Learning with our Training Tools
- Remember the Sales Training and Webinars
- New App? Think Project Garage
- Have a Marketing Strategy
- Find Your Place in the Cloud



Have an “Ah-Ha” Moment

