The Partner+ Difference

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Vice President Global Partners and Channels

PROGRESS SPARK

Expanding Your Business Opportunities

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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		
Premier	Regional Franchise		Technology Integration	Service Delivery	
Member Rising Star	Referral		Technology Partnership	Partner	
Member	Registered		Strategic Alliance		

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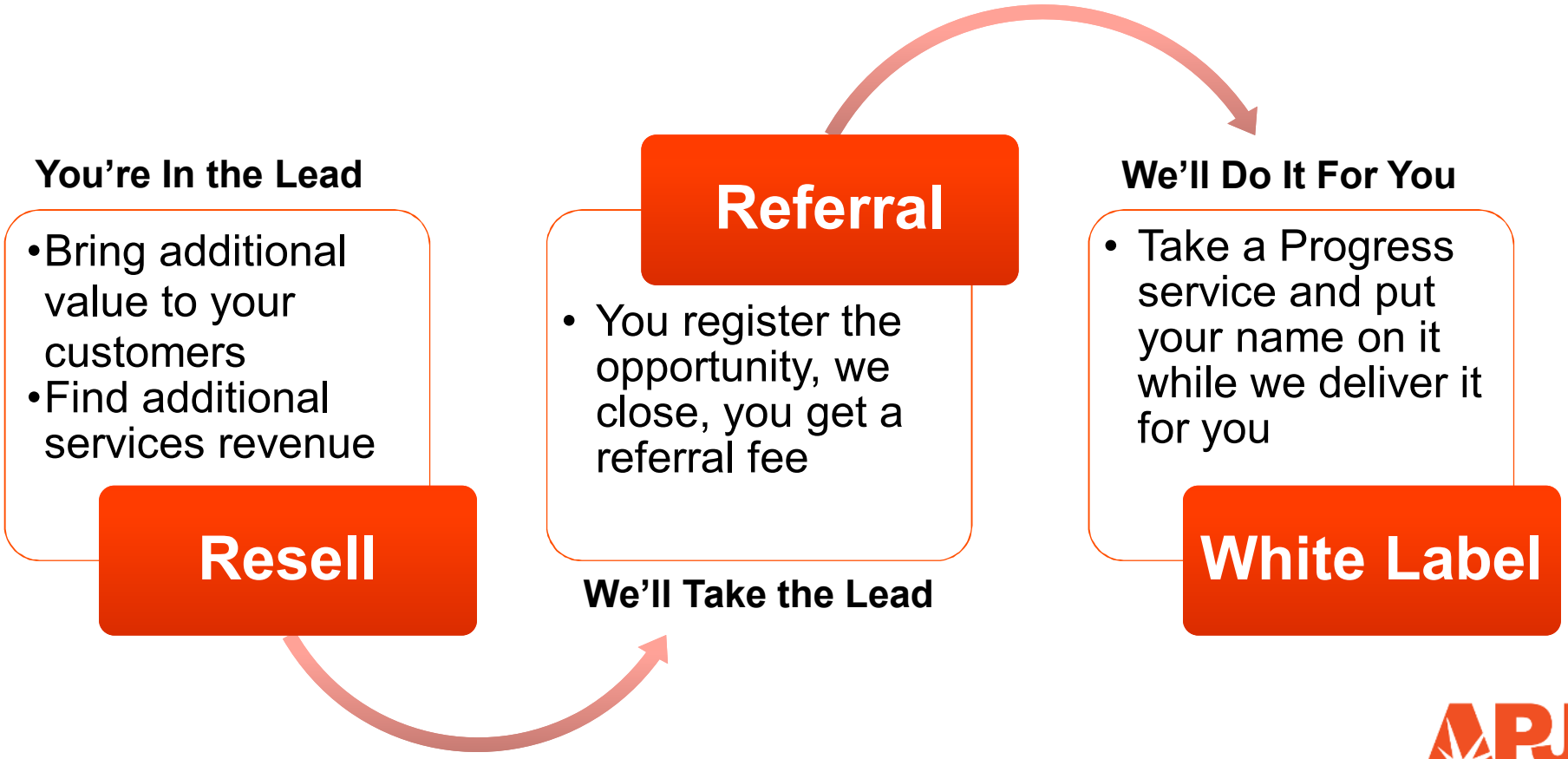
For ISVs: Expand Your Business with Your Existing Customers



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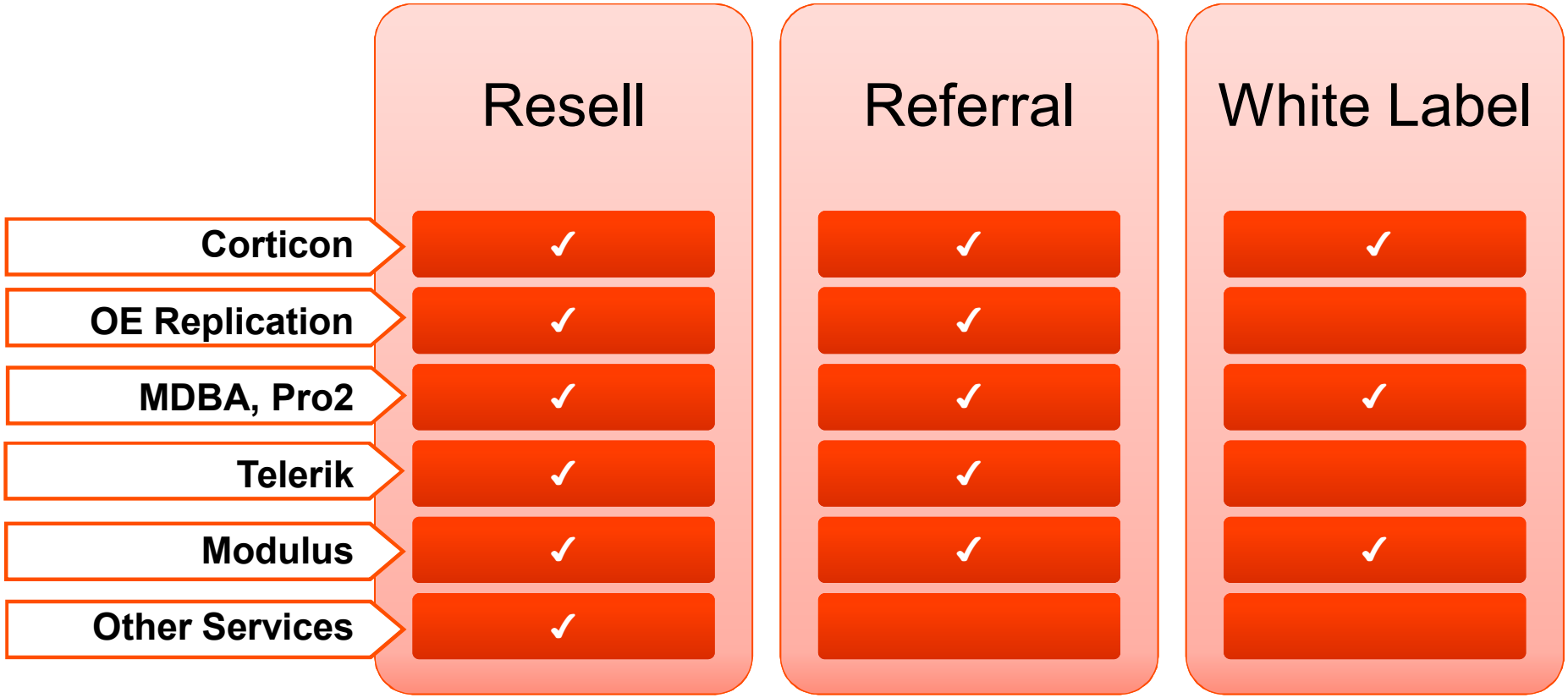
For ISVs: Where Will This Apply? For Your Existing Customers…



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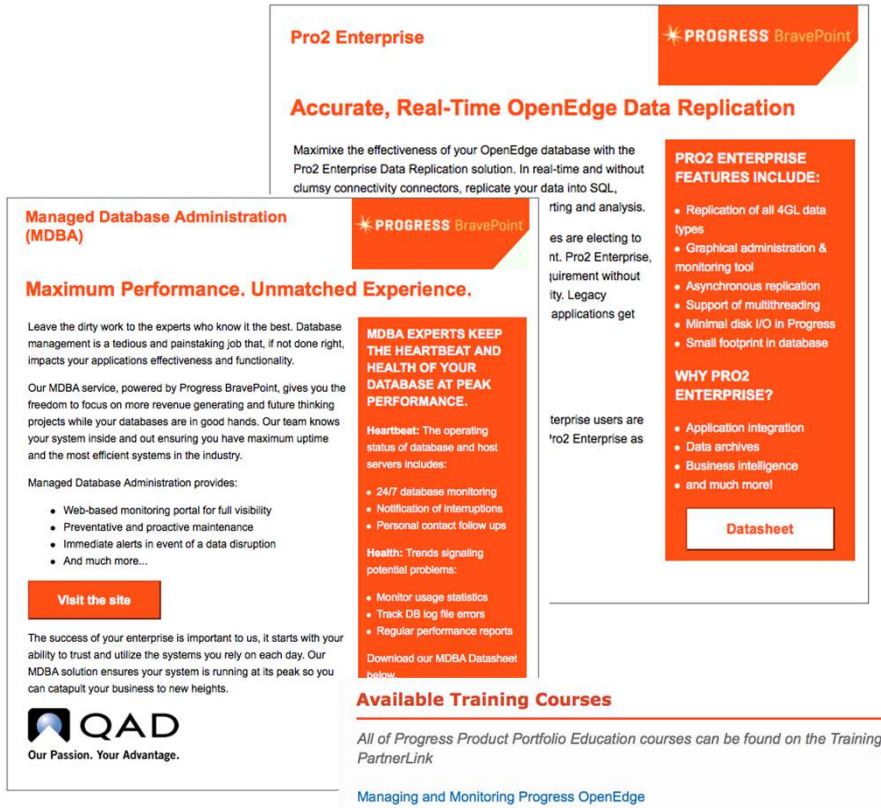
Differentiators: Full GTM Support

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



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

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

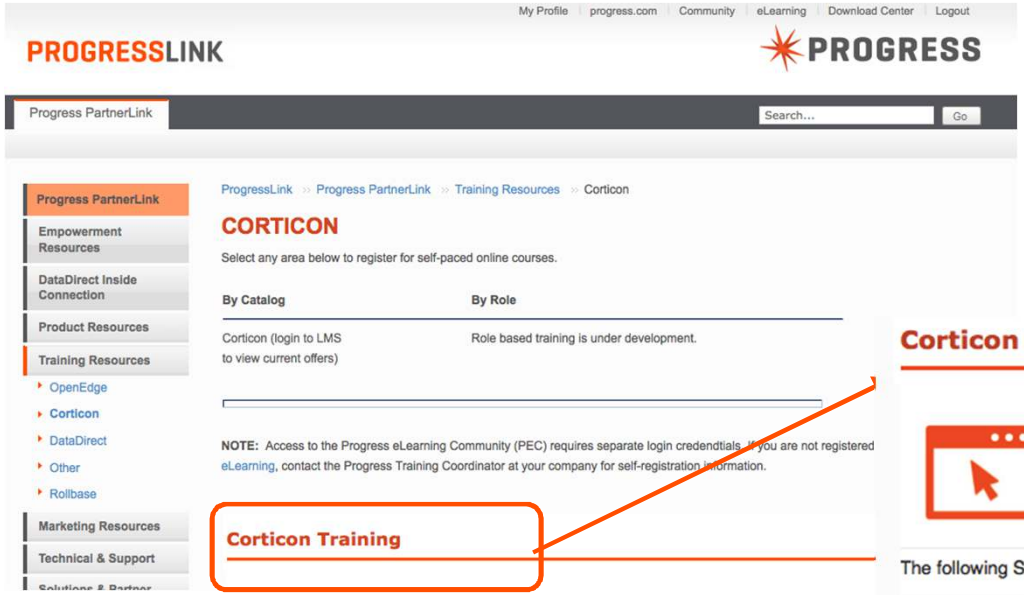
Check out PartnerLink for more details.

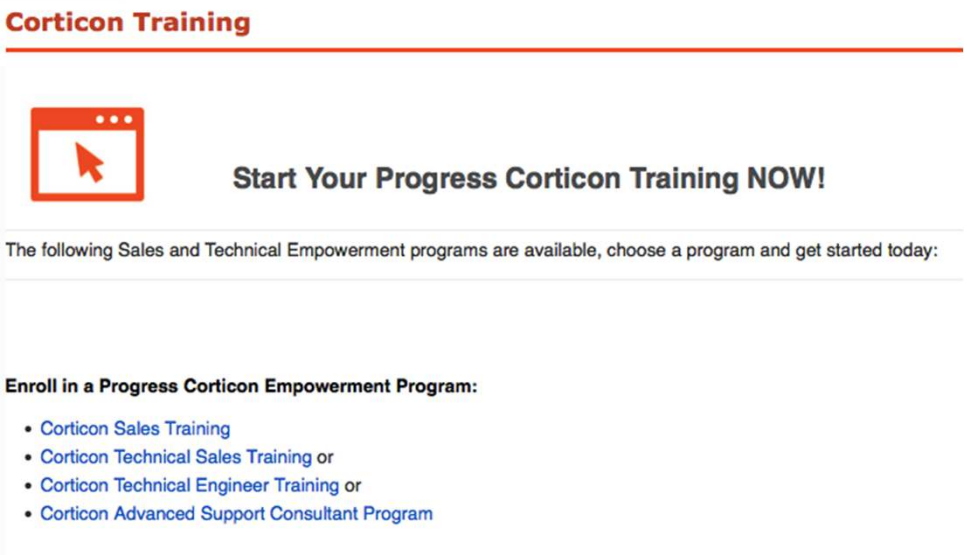
Resell & Referral Program Material

Reseller + Referral Partner Program.pdf

Increase Developer’s Skills

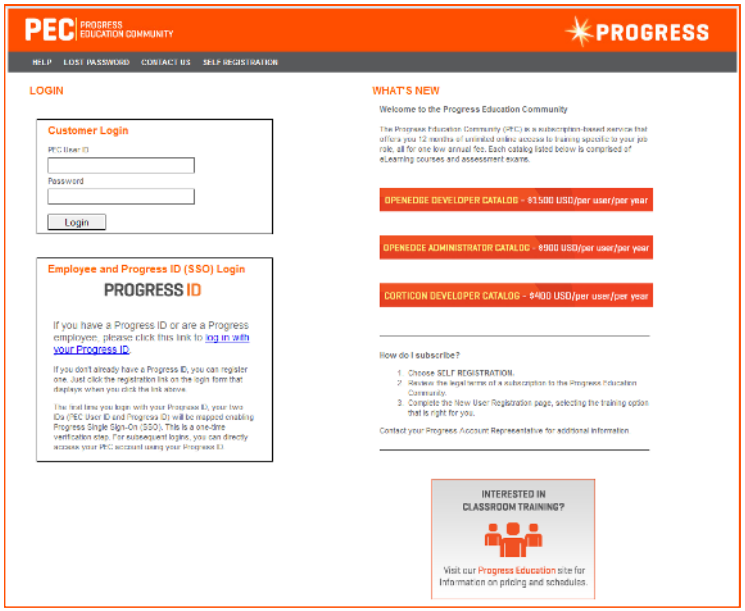
Training Resources

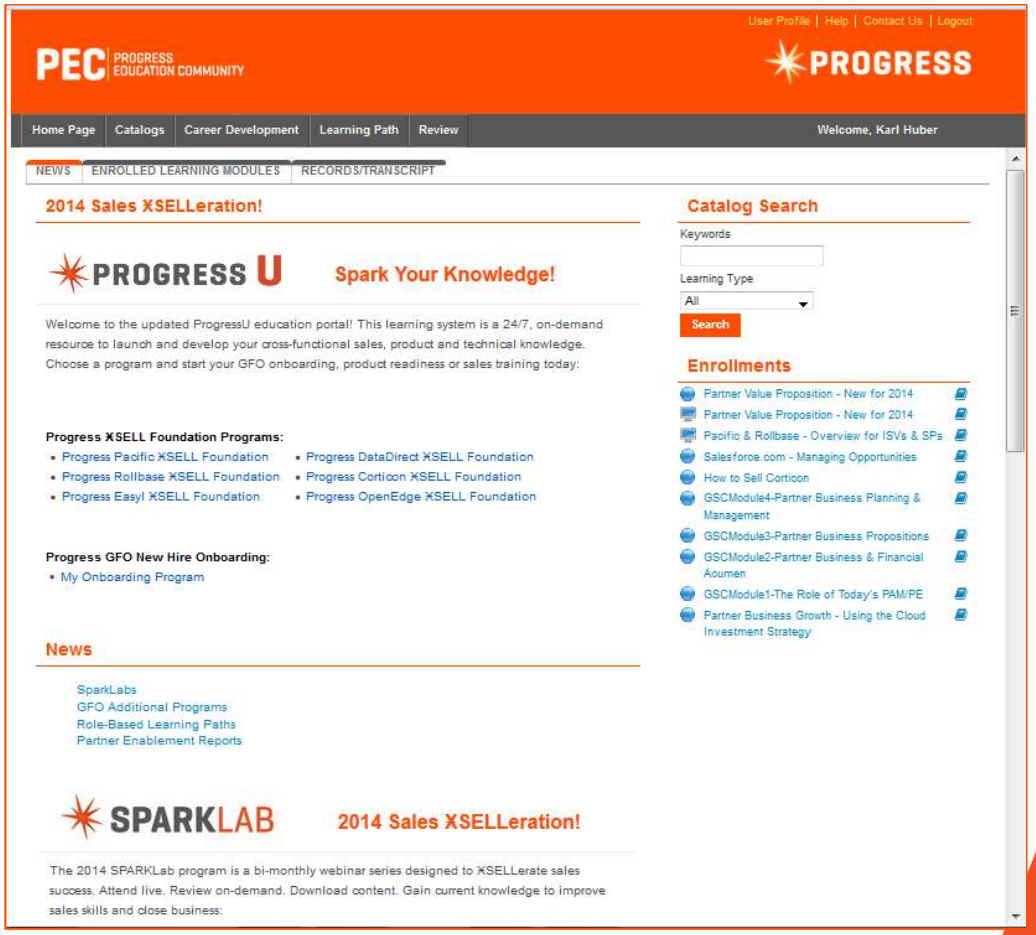




Training Resources – LMS & PEC

- Partner Training in the Progress eLearning Community (PEC)





Adopt a Sales Strategy

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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

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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!

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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>

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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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- Powered By Progress
- Powered By Progress Award Program
- Gordon Fleming Spark Award
- **Project : Garage Experience**
- Resell - Referral Program
- Reference Appreciation Kit
- Partner+ Communications
- Partner Sales Program (PSP)
- Technology Alliance Partner (TAP)

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

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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

POWERED BY PROGRESS

- ✓ Social Media Campaign Support
- ✓ Partner Events

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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

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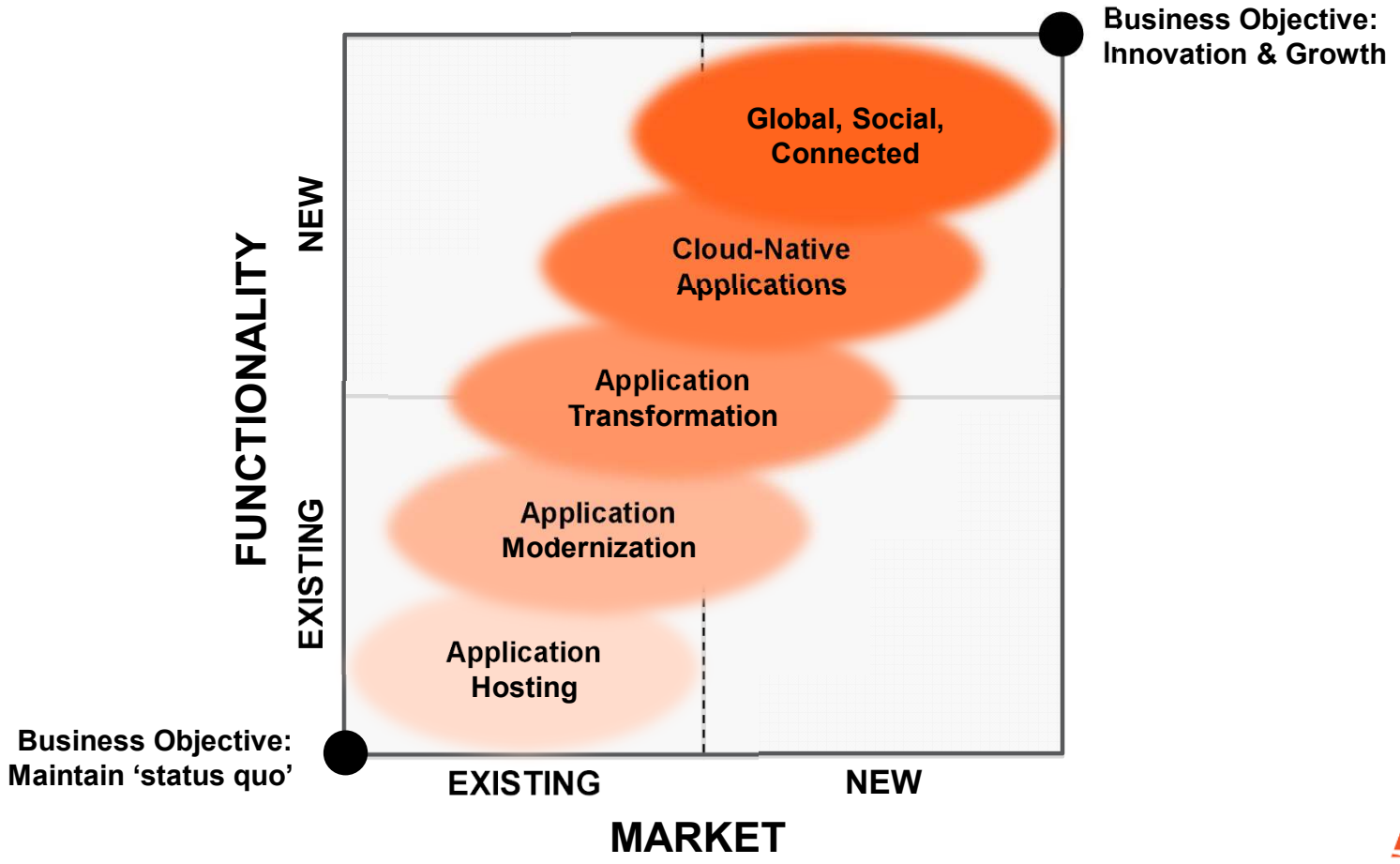
Find My Place in the Cloud

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”



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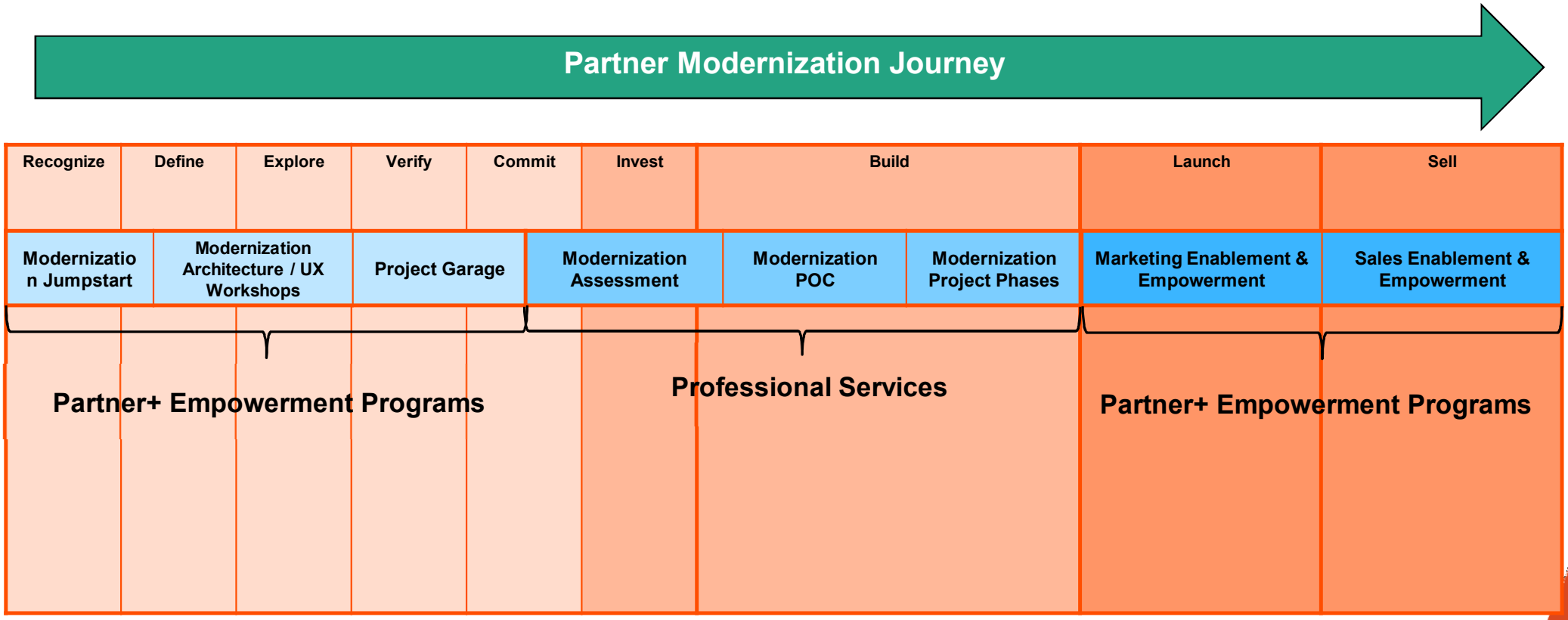
Accelerating Modernization Through Partner+ Empowerment Programs



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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

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