

# Partner Program

## Sharing Success



# Welcome

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**Join us and enjoy the benefits of our partner network.**

We're continually seeking innovative and transformative companies that share our vision for bringing the best of Business Intelligence to our customers.

Take a look at the partnership levels we offer, the many tools and benefits for you and your client base, plus – of course - the attractive rewards that can soon be coming your way.

We're primed and ready to form a great partnership, to seamlessly integrate our products and fast-track your business for mutual success.

Let's get you onboard!

Christian Ofori-Boateng

*Chief Executive Officer*



# Delivering Intelligence

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Since 2002, ChristianSteven Software has delivered a powerful product suite that brings Business Intelligence cost savings to a wide range of enterprises, including:





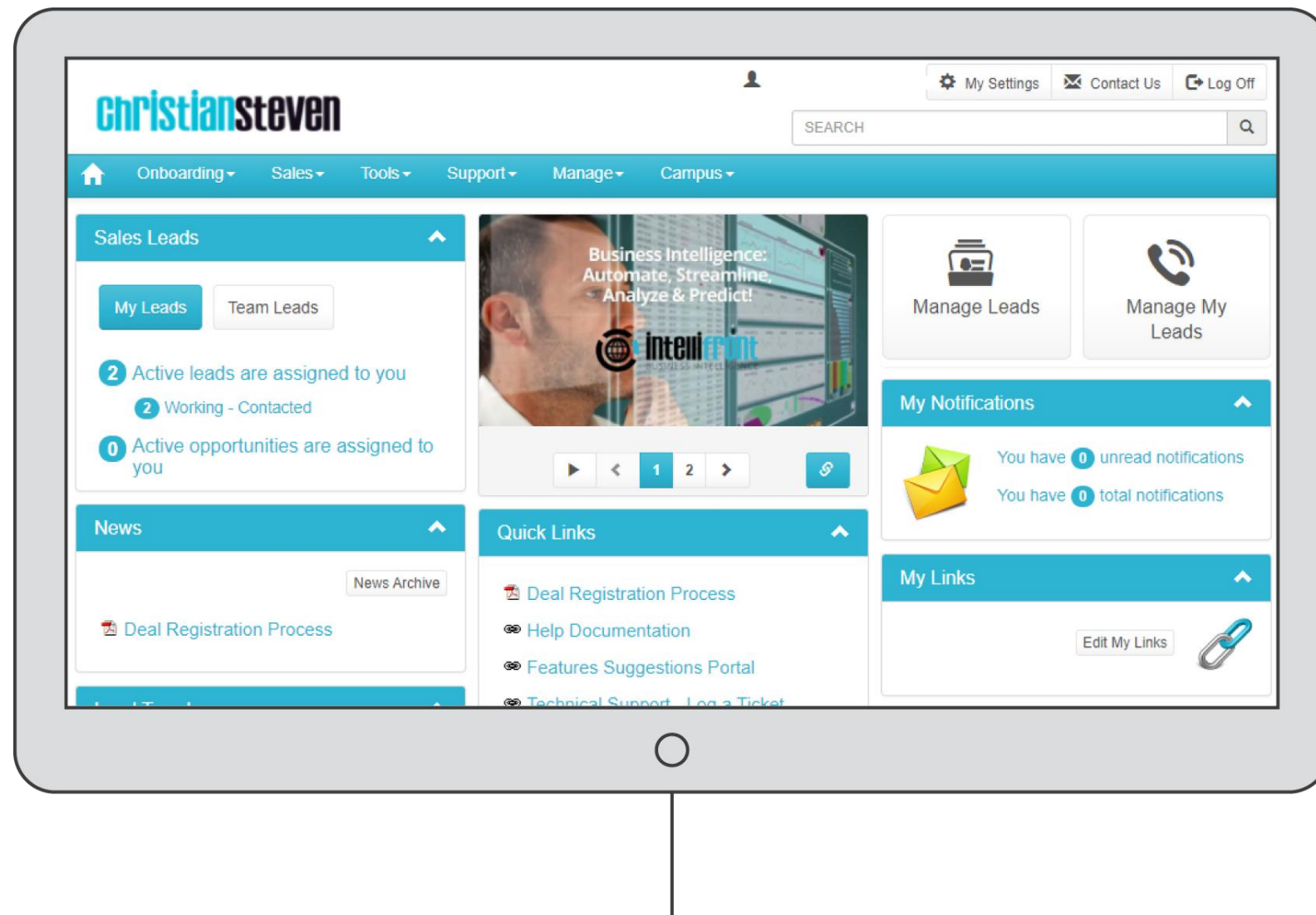
# Partner With Us

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- Strengthen your role as your customers' Business Intelligence specialist of choice
- Reap the benefits from our accelerated onboarding process that will quickly transition you to a sales-ready state
- Leverage our senior sales talent and technical support resources to grow business within your current customer base and expand outward to capture new business in any economic climate

# Our Partner Portal



Your ChristianSteven Partner Portal gives you instant access to:

- Competitive data and matrices
- Marketing and technical support teams
- Marketing and product collateral
- Case studies
- Opportunity registration and lead distribution
- PowerPoint presentations

and many other valuable tools to help you get the job done



# Joint Marketing Opportunities

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- Joint press release to announce relationship
- Cooperation in creating white papers, eBooks and joint customer success stories
- ChristianSteven Software participation in user conferences, seminars and other events
- Speaking opportunities at reseller developer conferences
- Cooperation on joint seminars and webinars
- Creation of a detailed marketing and sales rollout by reseller

# Partner Levels

<i>USD pricing</i>	Referral	Bronze	Silver	Gold
<b>NFR Software Licenses</b> <i>(Free)</i>	-	1	2	3
<b>NFR Annual Maintenance</b>	-	1500.00	-	-
<b>Training</b> <i>(Year 1)</i>	-	2000.00	3500.00	5000.00
<b>Training Subsequent Years</b>	-	2000.00	2000.00	0
<b>Minimum Annual Sales</b> <i>(\$)</i>	-	10000.00	25000.00	50000.00
<b>Monthly Forecast</b>	-	×	✓	×
<b>Quarterly Forecast</b>	-	×	×	✓
<b>Partner Support</b> <i>(Software)</i>	-	Tiers 1 & 2	Tiers 1 & 2	Tiers 1 & 2
<b>ChristianSteven Support</b> <i>(Software)</i>	All	Tier 3	Tier 3	Tier 3
<b>Professional Services</b>	On Request	On Request	On Request	On Request

# Partner Benefits

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## System Administrator Training

We will provide up to 5 hours of system administration and tutorial training so that you will be able to maintain the scheduler, such as best practices for updating and or troubleshooting the scheduler server. This is provided through a series of remote schedule GTM meetings.

## System Configuration and Integration

We will provide 2 days of onsite system configuration training and assistance to integrate the Business Intelligence suite solutions to reseller's applications and database sources on one server.

## Sales and Presales Training

We will provide 3 days of training for the sales and pre-sales team to position and sell the integrated Business Intelligence suite solutions. These days may only be used by the sales team to assist with the sale of the initial opportunities.







# Pricing / Expected Commissions



USD pricing	Report (Output)	License	Maintenance	Year 1 (Retail)	YEAR 1 (Commission)				YEAR 2 (Commission)		
					Gold (40%)	Silver (30%)	Bronze (20%)	Referrals (10%)	Gold (40%)	Silver (30%)	Bronze (20%)
Small Biz	→ 100	2995.00	557.97	3552.97	1421.19	1065.89	710.59	355.30	223.19	167.39	111.59
PremiumX	→ 200	3495.00	651.12	4146.12	1658.45	1243.84	829.22	414.61	260.45	195.34	130.22
	→ 300	3995.00	744.27	4739.27	1895.71	1421.78	947.85	473.93	297.71	223.28	148.85
	→ 400	4495.00	837.42	5332.42	2132.97	1599.73	1066.48	533.24	334.97	251.23	167.48
	→ 500	4995.00	930.57	5925.57	2370.23	1777.67	1185.11	592.56	372.23	279.17	186.11
	→ 600	5495.00	1023.72	6518.72	2607.49	1955.62	1303.74	651.87	409.49	307.12	204.74
	→ 700	5995.00	1116.87	7111.87	2844.75	2133.56	1422.37	711.19	446.75	335.06	223.37
	→ 800	6495.00	1210.02	7705.02	3082.01	2311.51	1541.00	770.50	484.01	363.01	242.00
	→ 900	6995.00	1303.17	8298.17	3319.27	2489.45	1659.63	829.82	521.27	390.95	260.63
	→ 1000	7495.00	1396.32	8891.32	3556.53	2667.40	1778.26	889.13	558.53	418.90	279.26
EnterpriseX	→ 2000	14995.00	2793.57	17788.57	7115.43	5336.57	3557.71	1778.86	1117.43	838.07	558.71
	→ 3000	19995.00	3725.07	23720.07	9488.03	7116.02	4744.01	2372.01	1490.03	1117.52	745.01
	→ 4000	25995.00	4842.87	30837.87	12335.15	9251.36	6167.57	3083.79	1937.15	1452.86	968.57
	→ 5000	29995.00	5588.07	35583.07	14233.23	10674.92	7116.61	3558.31	2235.23	1676.42	1117.61
CorporateX	→ 6000	31995.00	5960.67	37955.67	15182.27	11386.70	7591.13	3795.57	2384.27	1788.20	1192.13
	→ 7000	33995.00	6333.27	40328.27	16131.31	12098.48	8065.65	4032.83	2533.31	1899.98	1266.65
	→ 8000	35995.00	6705.87	42700.87	17080.35	12810.26	8540.17	4270.09	2682.35	2011.76	1341.17
	→ 9000	37995.00	7078.47	45073.47	18029.39	13522.04	9017.69	4507.35	2831.39	2123.54	1415.69
	→ 10000	39995.00	7451.07	47446.07	18978.43	14233.82	9489.21	4744.61	2980.43	2235.32	1490.21
Blu	10000 →	49995.00	9314.07	59309.07	23723.63	17792.72	11861.81	5930.91	3725.63	2794.22	1862.81



# Pricing / Expected Commissions

					YEAR 1 (Commission)				YEAR 2 (Commission)		
USD pricing	Perpetual License	Setup	Maintenance	Year 1 (Retail)	Gold (40%)	Silver (35%)	Bronze (30%)	Referrals (25%)	Gold (40%)	Silver (35%)	Bronze (30%)
IntellifrontBI	19995.00	6200.00	3725.00	29920.00	11968.00	10472.00	8976.00	7480.00	1490.00	1303.75	1508.63

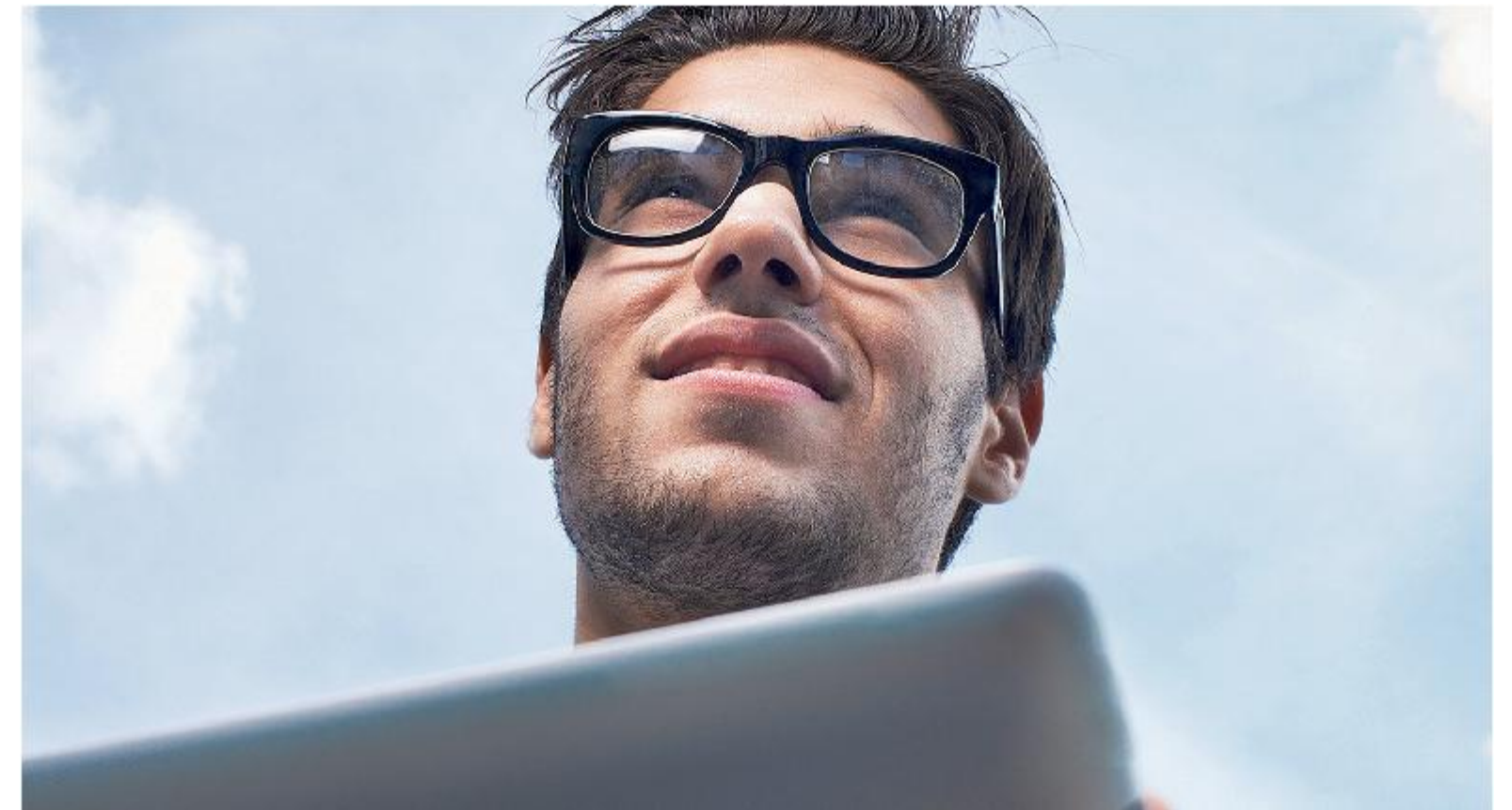
# OEM Partner

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Exceed your customers' expectations by greatly enhancing your software with world-class Business Intelligence at an economical price.

Our comprehensive yet logical API makes it easy to embed all the capabilities your clients will need with minimal fuss and little development time by your team.

Alternatively, take the lead in your market sector by 'white labelling' with ChristianSteven Software. Our innovative branded strategy combined with a flexible licensing model allows you to integrate our products with yours and exceed the ever-changing and increasing expectations of your customers.



We understand OEMs and how important their customer relationships can be. We work hand-in-hand with you to build the product your customers need so you can go to market faster.



# OEM Benefits

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- **Increased revenue**

Your customers already have the needs and pains that our solutions address.

Your customers will love the new enhancements you can now offer.

- **Brand consistency**

Our solution will integrate seamlessly into your application by adopting your look and feel.

You will be able to enhance customer loyalty to your brand.

- **Increased speed to market**

ChristianSteven Software will help to integrate the solution into your application quickly and easily, so you can start selling immediately.

- **Reduced costs**

The solution will be available within your own business to increase productivity and reduce costs.

# Here's To Our Joint Future!

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## Questions?

### Ready to join us?

Contact Helen, Partner Manager

[helen@christiansteven.com](mailto:helen@christiansteven.com)