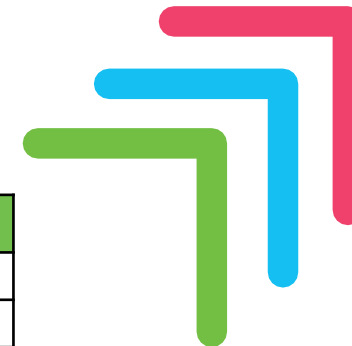




Business Partner: Benefits by Tier



	Silver	Gold	Platinum
Named Partner Manager	✓	✓	✓
Executive Relationship			✓
Listing on Quadiant Website	✓	✓	✓
Use of Partner Advantage Program Logo	Silver	Gold	Platinum
E-Learning Seats	1	3	6
License Discount (for reselling only)	Case-by-case	Case-by-case	Case-by-case
Maintenance Discount (first year)	Case-by-case	Case-by-case	Case-by-case
Maintenance Discount (subsequent years)	Case-by-case	Case-by-case	Case-by-case
Market Development Fund	Case-by-case	Case-by-case	Case-by-case
On-site / Custom Classroom Training Discount	10%	20%	30%
Sales / Pre-Sales Enablement	✓	✓	✓
Project Methodology	✓	✓	✓
Support Methodology	✓	✓	✓
Access to Quadiant Labs in CZ for Customer Visits	Case-by-case	Case-by-case	Case-by-case
Access to Quadiant Partner Advantage Portal	✓	✓	✓
Access to Quadiant Technical Support	Silver	Gold	Platinum
Access to select NFR software	Case-by-case	✓	✓
Access to FMAP / Beta software		Case-by-case	✓
Access to Inspire Days (User Conference)		1	2
Access to Annual Partner Day	✓	✓	✓