



MEMBER APPLICATION PARTNERS - Partner Program Benefits 2005

The Progress Partner Program is a true business partnership that delivers to each partner the right combination of people, programs, and resources to achieve growth and market leadership. The success of the program comes from its commitment to understand, support, and leverage the unique business value and vision of all Progress Partners. Program offerings and initiatives are designed to not only meet specific business and technical needs but also provide for opportunities to collaborate and share best practices with Progress and other Progress Partners. The Progress Partner Program is dedicated to turning commitment, vision, and technology advances into real business value for the Progress Partner Community.

As a part of the Progress Partner Program, Application Partners at the Member level of the program have access to the following benefits:

- **Business Empowerment** – workshops designed to help increase revenues and improve marketing and sales effectiveness.
- **Technical Empowerment** – consists of workshops and or events designed to assist partners create competitive applications as well as transform these applications to match resources and business plans.
- **eLearning Catalog** - 12 month user-based subscription consisting of the entire online Progress course curriculum.
- **PSDN Subscription** - providing priority access to a complete, continuously updated set of Progress development and deployment products.
- **Progress Resource Center** – successfully position and sell Progress products to your customers and prospects with the comprehensive materials in this Web-based repository.
- **Campaign Center** – create targeted marketing campaigns with the help of this online system that includes customizable direct marketing and email templates, as well as lead and list management resources.
- **Application Partner Discounts** - based upon product, maintenance, & education.
- **Global Solutions Directory Listing** – showcase your application to Progress end-users with a listing in this dynamic online catalog.
- **Exchange Conference** - premier user event attended by end-users and partners, developers and executives, press and analysts to get the latest on Progress technology.
- **Progress Relationship Events** – ability to attend regional specific events focused on Progress technology.