



Progress Software
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*Progress Software
simplifies the
development,
deployment,
integration, and
management of the
world's best business
applications.*

*More than 2,000
Application Partners
have successfully
delivered over 5,000
unique Progress-based
business applications
to 3 million users
worldwide.*

The Progress Software Partner Program – Empowering Partners for Success

Since its inception 20 years ago, Progress has demonstrated a commitment to our partner community. Our success is the direct result of our rock solid, low cost of ownership technology combined with the most knowledgeable partners in the industry. We don't compete with our partners—we support them—with products, programs and services that foster long-term growth and success.

Together, Progress and Our Partners Deliver Real Business Value

Customers purchase more than \$5 billion annually in cost-effective software and services from Progress and our partners. Working together, Progress and our partners deliver real business value and competitive advantage to our customers. Progress OpenEdge™ provides the technology infrastructure that enables our partners to transform their business and industry expertise into software applications that deliver low cost of ownership, rapid implementation and easy integration within and across the extended enterprise.

Empowering Partners for Business and Technical Success

Progress offers partners the right combination of Business and Technical Empowerment programs to build their business, and get the most from our technology. Over the last two years, more than 200 partners have participated in Business and Technical Empowerment programs offered by Progress. Partners participating in these programs achieved a 20% growth in revenues — far above average industry growth rates.

Working on Your Business, Not Just in It – Progress Business Empowerment

Progress Business Empowerment offers both custom one-to-one programs and one-to-many programs designed to help partners increase revenues and improve marketing and sales effectiveness. Progress Business Empowerment focuses on the following key areas:

- Business Planning- business plan development and reviews with recommendations for achieving long-term growth objectives within target markets from some of the best minds in the business.
- Market Planning- market plan development and reviews with recommendations and joint investment in comprehensive, integrated marketing programs that result in sustained growth.
- Program Campaign Design- design and development of targeted marketing activities that achieve high ROI in alignment with business growth objectives.





Optimizing Your Use of Our Technology – Progress Technical Empowerment
 Progress Software has developed an enhanced Technical Empowerment curriculum that gives partners a competitive advantage. Our program modules deliver advanced product training, and ongoing mentoring, along with technical consultations to review application architectures and technical concepts that will accelerate the adoption of emerging technologies within their development environment.

Progress works with our partners to identify individual business requirements to create customized programs to fit their individual needs. Through ongoing skills training, mentoring, and insight gained from industry experts, Progress partners receive the business essentials and technical know-how to achieve a leadership position in their respective markets.

Making Progress with Partners & Customers Around the World

Blue-chip organizations around the world continue to entrust their critical business operations to applications based on Progress technology. In doing so, they join the ranks of prominent companies such as: Black & Decker, Boise Building Solutions Distribution, Citco Technology Management, General Mills, Holiday Autos, Kaiser Permanente, Simon Property Group, Transitions Optical, Inc. and thousands more that are leaders in their industries.

These companies and thousands more have made Progress Software their technology and partner choice for delivering world class business applications. Shouldn't you consider partnering with Progress Software?

"The Progress OpenEdge platform has gained a global reputation for its rapid deployment, low overhead, high scalability and flexibility. Native access to Progress from a Microsoft .NET client allows us to leverage one of the most powerful and reliable business processing engines available, with the extensive, collaborative capabilities offered by .NET and Web services."

— Rick Borg,
 Epicor's Manufacturing Solutions Group

"By developing proALPHA in Progress, we have always been able to focus on the business application, while Progress has enabled us to be platform independent and to stay on top of the technology curve."

— Christian Vogeler,
 proALPHA Software Corporation

"We were looking for an environment that would allow us to quickly create world-class, bulletproof applications. Progress provided the best overall solution. Progress has enabled us to give our customers an edge in cost of ownership and has given us an edge in speed of development."

— Jeff Broadhurst,
 Apprise Software

"When new platforms and technologies come along, we simply call on Progress and Progress delivers it for us."

— Graham Kimberly,
 OpenAccounts

"We have become better at marketing through the Progress Empowerment Programs..."

— Ken Weinberg,
 Carrier Logistics

"We think we have an extreme competitive advantage using Progress Software."

— Jim Kirkley,
 QAD



Progress and Discovery Travel Systems Power the World's Largest Luxury Liner — Cunard's Queen Mary 2 Cruises with Unmatched Convenience and Security



Photo courtesy ALSTOM Marine



"Progress has always provided technology that is relevant to what's going on in the industry, which means we don't have to become the in-depth technology experts. It's that level of insulation from the complexity of the IT world that has enabled us to focus on delivering the products we want to, and, at the same time, leverage our capabilities and resources to produce results. Working with Progress puts us in a position to be nimble on our feet and be able to adapt to almost any circumstance. If not for Progress, we would be dead in the water."

— John Broughan,
 Discovery Travel Systems

Visit Progress on the Web at www.progress.com or call 800-477-6473 ext. 4700 for more information.