



## PLATO **Partner Program**

Consulting

Support

Software solutions

17 years skills

# PLATO Partner Program - Overview

## A RELIABLE AND FAIR PARTNERSHIP IN A COMPREHENSIVE PARTNER PROGRAM

We, the PLATO AG, have had strategic partnerships for many years with selected system and software providers as well as consulting firms who successfully offer our products on the market.

The partnership levels in the PLATO Partner Program are intended to honor your investment in sales, service, technical support, technology integration, and consulting accordingly.

- Sales partners identify and refer leads to PLATO as a referral partner or resell PLATO software and services as a Reseller partner.
- Services partners lead implementations and provide first level of post-sale support.
- Technology partners embed PLATO technology into their own software solutions to offer extended and additional features.
- Consulting partners receive training to become PLATO Certified Consultants and are then able to provide all kinds of services related to the PLATO product family.

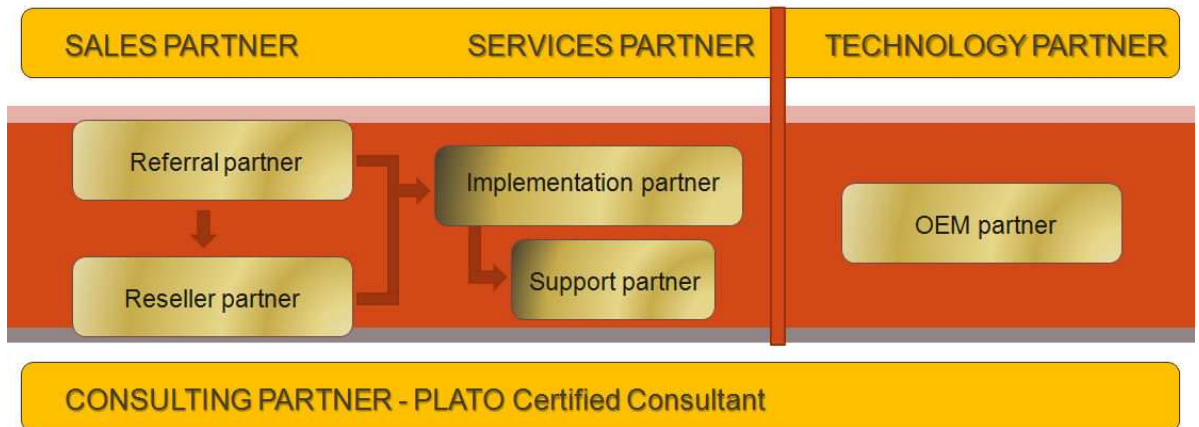


Figure 1: PLATO partnership levels



## OBJECTIVES OF A PARTNERSHIP

- Margin on license revenue, variable based on level of partnership
- Margin on support revenue for local language support
- PLATO sales and marketing support to help you succeed in your market
- Dedicated Partner Manager
- A competitive edge due to an expanded product and services portfolio

➔ For more information visit our website

<http://www.plato-ag.com>

# Level of partnership

## SALES PARTNER – Referral partner

Referral partners forward requests to PLATO and receive a percentage of every qualified request that leads to a sale as commission. A referral must fulfill certain requirements such as background and contact information, etc. Technical training or certification is not required.

## SALES PARTNER – Reseller partner

With the help of suitable product and sales training programs as well as marketing support, reseller partners sell PLATO software products and services directly. They receive a percentage of the sale as commission. In addition to the standard PLATO documents, reseller partners also have the right to freely use the PLATO products in-house and for presentation purposes.

## SERVICES PARTNER – Implementation partner

Implementation partners can profit from additional income by implementing PLATO products. In addition to fulfilling the corresponding requirements, implementation partners must also be registered as referral or reseller partners.

## SERVICES PARTNER – Support partner

Support partner status is an extension of the implementation partner status. A support partner is the first point of contact for support requests and provides first-level support directly at the customer.

## TECHNOLOGY PARTNER – OEM partner

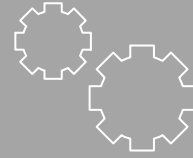
OEM partners are allowed to embed PLATO technologies into their own solutions and benefit from the added value of the functionality. OEM partners receive development support and help when integrating the systems.

## CONSULTING PARTNER - PLATO Certified Consultant

A PLATO Certified Consultant provides all kinds of services related to the PLATO products and receives further training regularly from the PLATO AG. Competent and high-quality promotion and consulting services for PLATO products, as well as customer satisfaction, are the goals of this type of partnership. As a desired side-effect, the range of products and services offered by PLATO increased and allows the partner to focus on his special area of the market.

### Partner Relationship Management

Julia Meyer-Holderbaum  
Breite Str. 6-8  
D-23552 Lübeck  
Germany  
Tel.: +49 (0) 451/93 09 86-17  
Fax: +49 (0) 451/93 09 86-09  
<http://www.plato-ag.com>



### SOFTWARE-SOLUTIONS

### CONSULTING

### SUPPORT

### 17 YEARS SKILLS

Since 1992, the PLATO AG has provided companies with support for the development of products and processes. The Engineering + Compliance solutions offer a universal data concept, from the requirements analysis to the production phase.



### PLATO compliance topics in engineering and process development:

- In the field of engineering, PLATO solutions provide support for the entire development process, starting from the customer requirements phase and continuing through the specification phase up to the risk analysis and resulting action phases.
- In the area of quality management and compliance, PLATO offers workflow-based solutions based on IBM Lotus Domino to manage the specification documents, to support the entire audit process, and for central administration of the actions to be taken.

