

Together

The Open Text
Partner Program

Fax and Document Distribution

Sell with a competitive edge

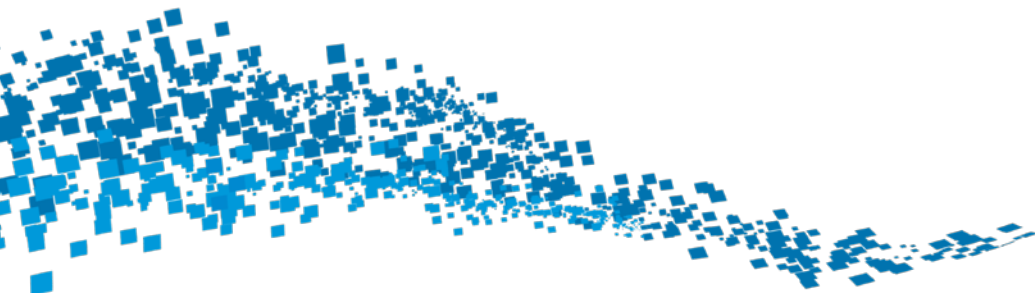
Open Text's market-leading Fax and Document Distribution applications confidently manage high volume fax delivery and enable organizations and users to capture, store, archive and dispose of their documents with ease. From scanning and data export, to integrating and automating the flow of fax, paper and electronic documents, Open Text Fax and Document Distribution helps organizations take a strategic approach to managing their fax infrastructure. This approach helps organizations realize substantial cost savings over maintaining a traditional fleet of fax devices, along with the benefits gained from connecting fax communication channels to their core business processes.

Enrich your enterprise, enable your consultants, and employ the competence benefits of Open Text Fax and Document Distribution. This solution focus is tailored to suit your needs, unique business model, and markets across the globe as a platform for a strong partnership in the Fax and Document Distribution marketplace. Plan your business with our tools and resources; enable your team with training, support, and development; create demand through marketing activities; and sell with a truly competitive edge.

Benefits

Partners receive substantial benefits based on their Open Text Partner Participation Level, including sales leads, sales and technical support, marketing collateral, as well as discounts on training courses and workshops.

Benefits	Authorized	Select	Premier	Platinum
Sales benefits				
Channel Sales Support Access	email	phone/email	phone/email	phone/email
Partner Portal and Knowledge Center Access	■	■	■	■
Dedicated Account Management			■	■
Sales Leads Eligibility			■	■
Key Focus Groups for Partners	By invitation			
Joint Strategic Business Planning				■
Product/Competency Training				
Access to eLearning, Instructor Workshops, Instructor Courses	■	■	■	■
Quarterly Webinars	■	■	■	■
Training Course and Workshop Discounts	See Product Schedule			
Onsite Sales Training Seminars			Annually	Twice Yearly
Technical Support				
Software Maintenance Program	■	■	■	■
Partner Support Services		■	■	■
Partner Support Services Extended (available)			■	■
New Support Plan and Support Renewal Discounts	See Product Schedule			
Software				
Copies of Partner Edition of Product		1 free/year	3 free/year	10 free/year
Beta Program Participation Eligibility			By invitation	By invitation
Marketing support				
Open Text Partner Logo Usage	Authorized	Select	Premier	Platinum
Partner Enablement Guide	Electronic			
Marketing Campaign and Toolkit Access	■	■	■	■
Marketing Collateral	■	■	■	■
Annual Open Text Content World Conference Invitation	■	■	■	■
Listing on Open Text Partner Directory		■	■	■
Market Development Funds Eligibility		■	■	■
Communications support				
Partner Newsletter	■	■	■	■
Regular Partner Emails	■	■	■	■



Partner Categories for Fax and Document Distribution

Your business model and strategy determine the Open Text Fax and Document Distribution category best suited to your needs. Four partner categories are designed for the businesses that sell, service, support, or build solutions on the Open Text platform, or for partners that provide solutions based on Open Text products and technologies to independent third-party customers.

- **Value Added Resellers (VARs)** market and sell technologies, systems, or services that include integrated Open Text software.
- **Value Added Distributors (VADs)** are innovative suppliers of applied technologies and services that integrate Open Text software products into their offerings.
- **Corporate Resellers** provide complete sales cycle management for Open Text products and solutions within a large corporation and its subsidiaries, from lead generation to contract closure.
- **Independent Software Vendors (ISVs)** create vertical business products/technologies using embedded Open Text software that they sell, install, and support.

Join Us

Open Text provides the foundation for a long-term, successful partnership with your organization. Together as partners, we fulfill key market objectives to drive new business, establish a competitive advantage, and create demonstrable business value. Together, we are The Content Experts.™

To enroll in the Open Text Partner Program for Fax and Document Distribution, please visit <http://www.opentext.com/partners/register.html>. We look forward to working together and will contact you as soon as your application is reviewed.*

(*Non-qualifying entities include non-profit organizations, academic institutions, students, government offices, and businesses whose primary focus is non-IT related activities. Specific types of businesses whose primary focus is non-IT related, but who have significant influence on technology purchases, may qualify to participate in the program.)

Requirements

Requirements	Authorized	Select	Premier	Platinum
Program requirements				
Annual Revenue Attainment			See Product Schedule	
Annual Fee		\$1,250 U.S.	\$2,750 U.S.	\$5,000 U.S.
Exclusivity*				■
Provide Level 0 and Level 1 Support (Authorized Support Provider)			By invitation See Product Schedule	
Good credit standing	■	■	■	■
Signed Program Agreement	■	■	■	■
Complete and Maintained Company Profile with Key Contacts	■	■	■	■
Accreditation and Certification				
Sales Accreditations:				
• Sales Accreditations		1	2	3
• Solutions Consultant Accreditations			1	2
Technical Certifications:				
• Implementer/Administrator Certifications			1	3
• Support Specialist Certifications			1	3
Sales and Marketing				
Open Text Content World Conference Attendance		Recommended		Mandatory Minimum 1 attendee
Provide Monthly Forecast Reports by 2nd Working Day of Each Month			■	■
Feature Open Text Products on Web Site			■	■
Customer Evidence Provided			1 per year	4 per year
Lead Generation Initiatives Conducted			1 per year	3 per year
Annual Business Plan with Quarterly Review				■
Customer Satisfaction Surveys Completed				5 per year
Case Studies Published				1 published case study every 24 months

*Platinum partners must meet exclusivity requirement (must not sell or support Fax products from Biscom, Esker, FaxCore, Fenestrae, GFI, Omtool and/or Sagem) or will be reduced to Premier.

www.opentext.com/partners

Together, we are The Content Experts™