



InterWeave Smart Solutions

PARTNER PROGRAM

INTERWEAVE PARTNER PROGRAM – FAQ

PROGRAM OVERVIEW

What is the InterWeave Partner Program?

The **InterWeave Partner Program** is an OEM Partnership that is designed to provide market leading integration tools to develop integrated solutions in a hosted environment through a direct relationship with **InterWeave**. Targeted towards Independent Software Vendors, this self-service program has long-term, volume and financial commitments. For additional information on the program please follow this link to our partner site.

What are the benefits to becoming an InterWeave Partner?

Exclusive InterWeave Partner Pricing - our pricing models provide substantial discounts/commissions on the full range of **InterWeave Solutions and Services** to complement your application or business offerings.

Partner Designation and Logo - for use on your web site and on marketing materials such as business cards, letterhead, signage, direct mail and advertising. You can utilize the **InterWeave logo** to identify your organization as an **InterWeave Partner**.

InterWeave Partner Online Seminars – we provide ongoing opportunity for you to be in direct contact with **InterWeave Solution representatives** for high-level technically oriented solution overviews.

Volume & Financial Commitments – a partnership agreement that gives you access to **InterWeave technology** at discounted pricing and/or commission programs.

How do I become an InterWeave Partner?

To be an **InterWeave Partner**, your organization must be an ISV or ASP looking to license/host **InterWeave Smart Solutions** in conjunction with your software applications on the **InterWeave Solutions Portal** or your environment. In order to use our software in this manner and to receive the partner benefits outlined above, you must sign a contractual agreement with **InterWeave**.

What is the duration of the InterWeave Agreement?

The **InterWeave Agreement** is an auto-renewable one year contract; **InterWeave** holds the right to cancel the Agreement after one year if the **InterWeave Partner** does not meet the minimum second year ordering requirement.

What is the cost of the InterWeave Partner Program?

The cost of the **InterWeave Partner Program** reflects the type of **Smart Solution model** that works for you; Hybrid, Run Time, Run Time/IDE Professional and Run Time/IDE Enterprise. Please contact your account manager for detailed information on pricing.

What types of InterWeave Smart Solution models are available?



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InterWeave is used to build, test, deploy and run services that connect and integrate data and functionality across different platform regardless of the language or technology in which they were developed. **InterWeave Smart Solutions** are available in four models.



Hybrid provides the **InterWeave** integration platform portal and your solutions for your customers. Customers log in, select their solutions, define their configurations and create their flows. Once completed, log into the portal, set your flows scheduled intervals and your solutions are running. It's a complete SaaS hosted service for your solutions.



Run Time is a complete integration platform portal and solutions with all components running in your environment. Your customers log in, select their solutions, define their configurations and create their flows. Once completed, log into the portal, set your flows scheduled intervals and your solutions are running.



Run Time plus IDE Professional gives you all the components above, plus the Integration Development Environment (IDE) which provides the ability to create and publish your own solutions in your portal.



Run Time plus IDE Enterprise gives you all the components above, plus the ability to create and publish your own solutions in separate customer or vertical portals to expand your customer offerings.

Whom do I contact if I have questions or if I wish to order?

Please send inquiries to partners@interweave.biz; email is the best way to have your questions addressed. You can expect to be contacted within 24 hours. Orders should be faxed to (801) 439-3476 or emailed to partners@interweave.biz. Make sure you reference the Order Process for Partners information sheet before ordering.

What are the specific steps involved in becoming an InterWeave Partner?



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HOW TO JOIN

What are the specific steps involved in becoming an InterWeave Partner?

Review this FAQ document in full

Work with your account manager to determine the right program for you. Once complete, sign the InterWeave Agreement and fax it with your agreement and payment to Bruce Magown at 801-439-3476.

You will also need to include your tax exempt certificate (if applicable).

Mail two signed originals of the signed **InterWeave Partner Agreement** to:

Integration Technologies, Inc.
c/o Legal Department
24 Hilltop Avenue
Essex, CT 06426
Attn: Bruce Magown

Important to Note:

Please do not fax in the InterWeave Partner Agreement until you are ready to move forward with your initial order. Your order must be placed directly through your OEM account manager as InterWeave discount/commission levels are not recognized by any other InterWeave channel, third party distributor or reseller

Are the terms and conditions in the InterWeave Contract negotiable - can I propose changes?

No, due to the nature of the **InterWeave Partnership Program**, changes to the InterWeave Agreement are not accepted. This detail is one of the key distinguishers between the **InterWeave** and OEM Programs and is strictly enforced. Changes to the contract are not conducive to maintaining the current program discounts and low license commitments. We apologize for any inconvenience this may cause.

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PROGRAM SPECIFICS

I am developing a software application (s) that will be hosted by my company and made available to my customers over the Web, or a general network. How do I ensure I am properly licensed to include InterWeave products as part of my application?

By providing your customer's access to **InterWeave Solutions** via your hosted website, or general network, you are acting as an Application Service Provider (ASP) and are required to have an InterWeave License Agreement in place. You are not permitted to host/sub-license **InterWeave Solutions** or Services included in your applications if you have purchased these licenses for internal use.



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Please be aware that you are only able to offer InterWeave products for use within your hosted application once this Agreement is in place; use otherwise constitutes license violation. Contact your account manager for further details.

What products/services are available to me through the InterWeave Program?

Please refer to your account manager to discuss the **InterWeave** Smart Solution models above.

Does the InterWeave Program give me access to maintenance and upgrades?

Yes, through the Authorized InterWeave Program both 12 month term and perpetual licensing is available. The 12-month term license fees include maintenance and the perpetual licenses require a mandatory maintenance add-on fee.

What technical support resources are available to me as an InterWeave Partner?

As previously mentioned, the InterWeave Partnership is a self-service Program; for this reason no dedicated technical support is included as part of the InterWeave Agreement unless specifically requested. InterWeave does have a free self-serve technical support knowledge base that you can use at no charge. You may access your knowledge base via the main InterWeave website – we will set up a Help & Training Guide for your application solutions.

Additionally, technical support is available for purchase as an add-on through the InterWeave Program. To meet your support needs we have two types of support programs you can choose from, depending on the type of licenses being used. There are other levels of support such as OEM specific technical support but only full OEM Business Partners are granted access to this support program.

What are the volume-based discounts for InterWeave Smart Solutions?

The InterWeave Authorized InterWeave Partnership Program provides greater volume discounts, dedicated technical support and other benefits you should consider if you enroll in the full-scale OEM Business Partner Program with multiple Smart Solutions deployed. The OEM program offers you dedicated account management, developer-centric technical support, access to beta programs, co-marketing opportunities, flexible licensing options and substantial product and licensing discounts. What is required from your company is the willingness to commit to purchasing over a set time period, a specific amount in licenses. For additional information on the exact requirements, e-mail: partners@interweave.biz