DISCUS Partner Program Overview

Introduction
You want to grow your business and the DISCUS Partner Program is designed for you. We are creating an influential community of providers dedicated to delivering solutions to manufacturing and quality engineers.

The core competency of the DISCUS software is managing a part's Technical Data Package at the characteristic level of detail. DISCUS enables a user to view a drawing or model and quickly identify the features and characteristics. This identification can then be used to efficiently create downstream artifacts for manufacturing and quality assurance. This includes First Article Inspections, In-Process Inspection Plans, Manufacturing Process Plans, and Producibility Analyses. DISCUS is saving companies in aerospace, automotive, and medical industries thousands of dollars every day. More importantly, the adoption of DISCUS is growing by leaps and bounds.

Program Overview
DISCUS partners are crucial to the company's growth and market leadership. To show our commitment to our partners and build mutual success, DISCUS offers a Partner Program that can be customized to best suit your organization. This program is designed to provide our partners with a better way of selling high margin products, while complementing your business model.

The DISCUS Partner Program offers the training as well as the marketing/sales tools needed to be successful. Participation in the DISCUS Partner Program will help you to:

- Increase revenue and profits
- Differentiate products and services
- Sell on value rather then price
- Create complete engineering solutions
- Build continuous revenue stream

Program Structure
Our scalable Partner Program makes it easy for you to target your investment and partner with DISCUS Software Company at the level you find most beneficial. The structure is based on partner performance, certification, and investment. The Partner Types are as follows:

- Value Added Reseller - actively sells and supports DISCUS as part of their offerings
- Systems Integrator - integrates & supports DISCUS along with other software tools
- Complementary Solution - sells DISCUS along with their own software/hardware
- Embedded Technology - provides software that is embedded in DISCUS
- Product Consultant - provides referrals of customers to DISCUS

Program Benefits

The benefits from the DISCUS Partner Program (depending upon the specific partnership path selected) include:

Marketing materials	Provide datasheets, case studies, whitepapers, demo videos, etc.
Links to web site	Provide a link from DISCUS site to your web site.
Product training	Webinar to provide you with in-depth understanding of software operation.
NFR software	Demonstration copies of the software along with product updates.
News release	A press release on Businesswire announcing partnership.
Sales training	Webinar to explain value proposition, features, benefits, sales stages, etc.
Sales leads	Listing of leads for particular territory, including, name, address, phone, etc
Joint selling	Provide a systems engineer to support selected sales efforts.
Integration support	Provide a software engineer to assist with selected integrations.
Product roadmap	Review the product roadmap and allow for your input.
Sales communications	Provide you with emails of sales tips and related insights as they occur.

DISCUS works carefully with partners to avoid conflict between direct and channel sales. DISCUS supports targeting by industry, geography, and specific companies.

Getting Started

The first step is to fill-out and submit the DISCUS Partner Program Application Form. Based on the response from your application, a senior manager from DISCUS will contact you to begin the mutual due diligence on the potential working relationship.

Web Site: www.DISCUSsoftware.com
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