

# PROGRESS<sup>®</sup> SAVVION<sup>™</sup> PARTNER PROGRAM

## PARTNER WITH A GLOBAL LEADER IN BPM

As the Business Process Management (BPM) trailblazer, Progress Software moves enterprises beyond ordinary BPM with groundbreaking, business-critical Savvion software solutions. The Progress<sup>®</sup> Savvion<sup>™</sup> Partner Program allows technology companies and systems integrators to deliver best-in-class solutions and services with our technology to joint customers around the world.

Progress leads the industry in delivering the most comprehensive Business Process Management (BPM) solutions—and we've done it thanks to the help of our partners. Over the years, we've built relationships with technology leaders including infrastructure and application software providers who build solutions using Savvion software and cultivated partnerships and BPM practice development with respected consulting and system integration firms that deploy Savvion solutions.

## BENEFITS OF PARTNERING

- > **Business Plan & Objectives**—We start with defining a simple and clear joint business plan that outlines our partnership goals, target markets and geographies, sales and practice enablement, joint marketing and sales efforts, solutions development, resource requirements, and the metrics to measure our success.

- > **Partner Co-marketing**—We work with you to develop the market for your Savvion-based solution and ensure that we meet all our joint market objectives. As mutually agreed upon, Progress will issue joint press releases and drive articles in the media and include partners in our events and program such as Webinars, seminars and campaigns.
- > **Brand Marketing**—To take advantage of Savvion Partner Program branding, we encourage our partners to use partner logos in literature, direct mail and Web site pages. The Savvion Partner Program logo will identify your organization as a member of the program.

***Additional Progress Savvion Partner Program Benefits Include:***

- > Training & Education
- > Sales Enablement
- > Professional Services
- > Product Technical Support
- > Access to Savvion Partner Portal

## PROGRESS SAVVION PARTNER NETWORK

Progress has a very broad and diverse Savvion partner ecosystem, and we have tailored our Partner Program to meet the needs of the different types of our partners. These include:

- > Resellers
- > Global System Integrators
- > Business Process Outsourcers
- > Business Solution Alliance Partners
- > Technology Partners
- > Hosting Partners
- > Implementation Partners

## CONTACT US

To learn more about the Savvion Partner Program, please visit [www.progress.com/savvion](http://www.progress.com/savvion)

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## PROGRESS SOFTWARE

Progress Software Corporation (NASDAQ: PRGS) is a global software company that enables enterprises to be operationally responsive to changing conditions and customer interactions as they occur. Our goal is to enable our customers to capitalize on new opportunities, drive greater efficiencies, and reduce risk. Progress offers a comprehensive portfolio of best-in-class infrastructure software spanning event-driven visibility and real-time response, open integration, data access and integration, and application development and management—all supporting on-premises and SaaS/cloud deployments. Progress maximizes the benefits of operational responsiveness while minimizing IT complexity and total cost of ownership.

## WORLDWIDE HEADQUARTERS

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Rev. 01/10 | 6525-129672

