

SAGE TIMBERLINE OFFICE



Development Partner Program Overview

sage
software
Your business in mind.

Introduction

The Development Partner Program (DPP) facilitates the integration of third-party solutions with Sage Timberline Office. Development partners are important resources for extending the functionality of Sage Timberline Office and in return, development partners receive valuable benefits, including a variety of technical and marketing support. As a result of technical support and documentation, development partners are able to independently develop software solutions that integrate with Sage Timberline Office. The program’s marketing benefits help introduce and effectively promote these solutions to our channel and customers.

The Development Partner Program also supports customers who want to customize their Sage Timberline Office functionality. Such customers enroll in the program as a Customer Development Partner. The solutions or customizations developed by customer development partners are licensed for internal use only and may not be resold.

The Development Partner Program overview includes:

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Development Partner Technical Benefits

- **Live Not for Resale (LNFR) Software**

Development partners receive Sage Timberline Office LNFR software for integrating, testing and demonstrating their solutions. The program offers availability of the Accounting and/or Estimating products. LNFR products are not licensed for in-house use.

- **Early Release Program**

As a development partner you will have the opportunity to receive versions of Sage Timberline Office LNFR software prior to it being shipped to end users. This can show up in beta programs or as an early release candidate. These early releases will provide the opportunity for you to coordinate your efforts with the latest development.

- **Software Development Kit (SDK)**

The SDK contains integration tools, documentation and sample code. The development staff routinely updates the SDK in order to take advantage of the latest versions.

- **Technical Support**

Need technical assistance? Development partners request assistance through a monitored e-mail account. Incidents are answered by e-mail or phone. Five hours of technical support are included in the annual program fee.

- **Technical Support Knowledgebase**

Web-based self-service solutions are available 24 hours a day, seven days a week, 365 days a year. The Knowledgebase is a tool to assist in understanding application concepts, "how to instructions", finding solutions for error messages, or help with troubleshooting a problem. The Knowledgebase contains articles pertaining to the application software as well as articles specific to Development Partners.

- **Anytime Learning**

Need help with understanding the Sage Timberline Office application software? Our Anytime Learning program offers a full range of recorded instructor-led sessions that are easy to use, always accessible, and ready when you are. All you need is a computer and an Internet connection. Session lengths run between five and 20 minutes, and you control when you want to play, fast forward, or go back and repeat. Each subscription includes multiple sessions focused on basic processing and repetitive setup tasks.

Development Partner Marketing Benefits**

- **Online Solutions Directory**

We provide all of our Business Partners, consultants, and customers with access to your company and product information in the Online Solutions Directory. At the click of the mouse, anyone can visit the Sage Timberline Office Web site to learn about your company and products. This is updated on a monthly basis.

- **Business Partner Management**

When you join the program as well as roll out a new product, our Regional Account Managers will review the addition of your company and/or product in the Online Solutions Directory. The account managers facilitate local business partner meetings and seminars and often include development partner participation in these events.

- **Conferences and Trade Shows**

Development partners are invited to exhibit at Sage Software conferences. These include Business Partners, Consultants and End-User conferences.

- **Development Partner Logo**

Leverage the power of your partnership with Sage Software. We provide you with the Development Partner logo for your marketing materials and web site.

- **Business Partner Direct Mailing**

Development partners are given the opportunity to mail directly to our channel of resellers (blind mailing). The development partner is responsible for the fulfillment materials and the cost of the mailing. This benefit is limited to twice a year.

- **End-User Direct Mailing**

For a per-client fee, Development Partners are given one opportunity a year to mail directly to Sage Timberline Office customers through a blind mailing. The development partner is responsible for providing the fulfillment materials and the cost of the mailing.

**** Not part of the Customer Development Partner Program**

Development Partner Program Requirements and Fees

Requirements

We are committed to continually search for products that meet the needs of our market. Any developer may apply to join the Development Partner Program if the following requirements are met:

- The products developed must add value by extending the functionality of Sage Timberline Office.
 - Development Partners must submit a completed application including reference accounts (if available) that represent product quality, service and support for their product(s).
 - Development Partners must sign the Development Partner Agreement.
 - All initial authorization fees and annual renewal fees must be paid at the time of application.
 - Each Development Partner product is approved on a product-by-product basis.
 - Development Partner products must be kept current and compatible with the latest versions of Sage Timberline Office.
 - Development Partners must maintain an Internet address for communicating and exchanging files with Sage Timberline Office staff.
 - Development Partners must supply a copy of their software and literature, if requested, at no charge.
 - Development Partners are responsible for the support of their products.
 - Development Partner products must not compete with Sage Timberline Office products.
- *Please Note: Acceptance into the Sage Timberline Development Partner Program does not constitute an endorsement of a Development Partner or a product. You may not imply in your marketing activities or elsewhere that Sage Software in any way sponsors or endorses your company, products or services.*

Program Fees

Development Partner Program

| Product | Initial First Year Fee | Annual Renewal Fee |
|-----------------------|------------------------|--------------------|
| Accounting/Management | \$4,000 USD | \$2,000 USD |
| Estimating | \$4,000 USD | \$2,000 USD |

Development Partner Program – Customer

| Product | Initial First Year Fee | Annual Renewal Fee |
|-----------------------|------------------------|--------------------|
| Accounting/Management | \$3,000 USD | \$1,500 USD |
| Estimating | \$3,000 USD | \$1,500 USD |

Development Partner Program Application Process

Thank you for your interest in the Sage Software-Sage Timberline Office Development Partner Program. To complete the application process, please follow the required steps below.

- Complete the Application Form
- Complete a Product Form for each product
- Complete and sign the Fees and Order Form
- Complete and sign Development Partner Program Agreement
- If paying by credit card, **FAX** completed forms to:

Sage Software
Attention: Development Partner Program
FAX#: (800) 403-4857

- If paying by Check, **MAIL** completed forms and check to:

Timberline, a Best Software Company
Attention: Development Partner Program
15195 NW Greenbrier Parkway
Beaverton, OR 97006

- We will review the application and respond back within five days of the receipt of the application. If accepted into the Development Partner Program, an order will be processed for the Live Not For Resale software and the SDK.