

## Jasper Partner Network Reseller Partner

JasperSoft is committed to building a strong ecosystem surrounding its products to deliver value-added solutions to JasperSoft customers around the world. The Jasper Partner Network is designed for Systems Integrators and Consultants.

### Reseller Partner Overview

The success of JasperSoft is built on the concept of community. Our partners serve as a critical component within that community and are considered central to our go-to-market strategy and our customers' success and we reward our partners for participating in the JasperSoft community.

The suite of JasperIntelligence products delivers operational and departmental reporting, online analytical processing (OLAP) and dashboard capabilities to end users. JasperSoft offers flexible deployment options: embeddable reporting components, end-user web-based reporting, or a stand alone Business Intelligence suite. JasperSoft provides several advantages to resellers:

- Lowest commercial price point in the Business Intelligence industry
  - Improved margin and increased service dollars
- Access to the visible source code
  - Better, easier and faster customizations
  - Support cost lower, delivery faster
- Ability to add new features without the overhead of proprietary code
- Most embeddable contemporary architecture via public API architecture
  - Ability to enter new verticals
- Low cost of entry and acquisition
  - Leverage existing Java skills
- Lower license fees for your customers
  - Better implementation value

### Become a Reseller Partner

1. Register online and you will be e-mailed the Reseller Agreement.
2. Sign and fax the Agreement to +1.415.281.1987
3. After your Agreement is received, you will be sent a Jasper Partner Network Welcome Kit and a login to the partner portal where you can register any leads you might have. The partner portal will list the dates and allow you to sign-up for a JasperSoft overview session.

### About JasperSoft

JasperSoft is the market leader in open source business intelligence. JasperSoft solutions enable companies to place precise operational information into the hands of decision makers.

JasperSoft is committed to commercial open source. By providing commercial support, it also offers its customers the comfort of technical support and the project acceleration that comes from expert training and consulting services. Interested in reselling JasperSoft products? Contact [partners@jaspersoft.com](mailto:partners@jaspersoft.com) for details.

### JasperSoft

303 Second Street, Suite 450 North  
San Francisco, CA 94107  
phone: 415.348.2300 fax: 415.281.1987  
[jaspersoft.com](http://jaspersoft.com)

# Jasper Partner Network Reseller Partner

Partner Support	Reseller Partner
Partner Welcome Kit	Yes
Jasper Partner Network Newsletter	Yes
Partner Forum	Yes
Personalized Partner Portal	Yes
Partner Advisory Board	Yes
Channel Manager	Shared
<b>Development</b>	
JasperIntelligence Professional Not for Resale licenses for education, testing, etc.	Unlimited
JasperIntelligence Professional Internal licenses for use	65% discount
Discussion and Alignment with Product Roadmap	Yes
<b>Marketing Support</b>	
Logo and company information listed on JasperForge.org website	Yes
Logo and company information listed on JasperSoft.com website	Yes
Customer case studies listed on appropriate website	3
Access to post the appropriate JasperSoft Logo on your website	Yes
Partner Press Release	Joint
Access to marketing tools	Yes
Listing in Featured Partner Section on JasperSoft	Yes
Joint Partner/JasperSoft Webinars	Yes
Joint Collateral	Yes
<b>Sales Support</b>	
Lead Registration	Yes
Access to JasperSoft Sales Team to assist in a sales into your customer base	Yes
JasperSoft Sales Demonstration Support	Yes
Events - Co-exhibiting	Yes
<b>Resell Royalty</b>	
JasperIntelligence Open Source Support Subscription	40% if the deal closes
JasperIntelligence Professional	40% if the deal closes
<b>Training Support</b>	
JasperSoft Sales Training	Yes
Complimentary copy of Ultimate Guide and iReport User Manual	Yes
JasperSoft Product Training	25% discount
Training Class – Introduction to JasperIntelligence Professional	4 people
Training Class – JasperIntelligence Professional Implementation and Scoping Training	2 people
<b>Technology and Technical Support</b>	
JasperSoft Support Portal	Yes
JasperSoft Support Level	Gold
<b>Requirements</b>	
Annual Program Fee	\$15,000 - \$50,000
Annual Support Program Fee	\$15,000
Training	Minimum of 40 hours