

## Jasper Partner Network Systems Integrator

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.

### Systems Integrator 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.

Systems Integrators provide consulting, implementation, integration and migration services. They may resell the JasperIntelligence suite of products using JasperSoft legal agreement and utilize JasperSoft to provide support to their customers.

### Global

We work to give our Global Systems Integrators the training and product input needed to implement JasperIntelligence suite into large strategic business intelligence implementations. They have an intimate working knowledge of the JasperIntelligence product. They have worked with the JasperSoft professional service team to gain thorough working knowledge of the product.

### Professional

Professional Systems Integrators are certified to work with and sell the entire suite of JasperIntelligence Professional products. They have received product and project scope training delivered specifically by JasperSoft Professional Services.

### Open Source Certified

Open Source Certified Systems Integrators implement JasperSoft Open Source and can sell support to open source customers. An Open Source Certified partner can upgrade their partnership to a Professional partner at anytime in order to resell the professional product.

### Open Source

Open Source Systems Integrators can get listed as systems integrators on the JasperForge site. In order to qualify for being listed on JasperForge, you will need to provide 2 case studies that demonstrate successful JasperSoft implementations and register the customers that you have worked with.

### Become a Systems Integrator

1. Register online and you will be e-mailed the Systems Integrator Agreement.
2. Sign and fax the Agreement to +1.415.281.1987
3. The partner fee can be paid either online or via a company Purchase Order. Please fax the Purchase Order to +1.415.281.1987
4. 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.

### JasperSoft

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[jaspersoft.com](http://jaspersoft.com)

# Jasper Partner Network Systems Integrator

	Open Source Partner	Open Source Certified Partner	Professional Partner	Global Partner
<b>Partner Support</b>				
Partner Welcome Kit	Yes	Yes	Yes	Yes
Jasper Partner Network Newsletter	Yes	Yes	Yes	Yes
Partner Forum	Yes	Yes	Yes	Yes
Personalized Partner Portal		Yes	Yes	Yes
Partner Advisory Board			By Invitation	Yes
Channel Manager			Shared	Shared
<b>Development</b>				
JasperIntelligence Professional Not for Re-sale licenses for education, testing, etc.		2 CPUs	4 CPUs	Unlimited
JasperIntelligence Professional Internal licenses for use		30% discount	40% discount	50% discount
Discussion and Alignment with Product Roadmap			Yes	Yes
<b>Marketing Support</b>				
Logo and company information listed on JasperForge.org website	Yes	Yes	Yes	Yes
Logo and company information listed on JasperSoft.com website		Yes	Yes	Yes
Customer case studies listed on appropriate website	2	2	3	3
Access to post the appropriate JasperSoft Logo on your website	Yes	Yes	Yes	Yes
Partner Press Release		Supported	Supported	Joint
Access to marketing tools		Yes	Yes	Yes
Discounted advertising on JasperForge.org		Yes	Yes	Yes
Listing in Featured Partner Section on JasperSoft			Yes	Yes
Joint Partner/JasperSoft Webinars			Yes	Yes
Joint Collateral			Yes	Yes
<b>Sales Support</b>				
Lead Registration	Yes	Yes	Yes	Yes
Access to JasperSoft Sales Team to assist in a sales into your customer base			Yes	Yes
JasperSoft Sales Demonstration Support			Yes	Yes
JasperSoft providing professional service leads			Dependent upon Revenue	Dependent upon Revenue
Events - Co-exhibiting				Yes

# Jasper Partner Network Systems Integrator

	Open Source Partner	Open Source Certified Partner	Professional Partner	Global Partner
<b>Resell Royalty</b>				
JasperIntelligence Open Source Support Subscription		20%	20%	Upon Request
JasperIntelligence Professional			30%	Upon Request
<b>Training Support</b>				
JasperSoft Sales Training	Yes	Yes	Yes	Yes
Complimentary copy of Ultimate Guide and iReport User Manual	Yes	Yes	Yes	Yes
JasperSoft Product Training	10% discount	10% discount	20% discount	20% discount
Training Class – Introduction to JasperIntelligence Professional		1 person	2 people	3 people
Training Class – JasperIntelligence Professional Implementation and Scoping Training			2 people	2 people
<b>Technology and Technical Support</b>				
JasperSoft Support Portal	Yes	Yes	Yes	Yes
JasperSoft Support Level	Silver	Silver	Gold	Gold
<b>Requirements</b>				
Annual Program Fee	\$1,500	\$2,500	\$6,000	Upon Request
JasperSoft Trained Consultants	None	1	2	4
Revenue Commitment of JasperSoft Subscription	None	\$10,000	\$30,000	TBD
All subscriptions are utilizing JasperSoft end user licenses	Yes	Yes	Yes	Yes
Customer Registration	Yes	Yes		
Case Studies	2	2		