

REALTECH Partner Program

Germany · Italy · Japan · New Zealand · Portugal · Singapore · Spain · USA



theGuard!



REALTECH

REALTECH Partner Program

Join the REALTECH Partner Program

As the market leader in Europe, we offer:

- More than ten years of hands-on experience in the development and sales of innovative solutions.
- theGuard! – the world's only highly integrated software portfolio for enterprise-wide IT management and secure business processes.
- Powerful stand-alone solutions for the management of systems, networks, and application lifecycles.
- Documented SAP expertise: "Certified by SAP NetWeaver".
- Worldwide expert support.
- Loyalty and commitment to long-term cooperation: REALTECH is a public company and has more than 700 employees.
- More than 1,000 customers rely on our theGuard! software solutions.
- Implementation support for partners working on customer projects.

Turn our strengths to your advantage

REALTECH's Partner Program gives sales and integration partners the opportunity to embrace the modular design of theGuard! solutions to make them the perfect addition to their portfolio.

Create new business opportunities

Business Process Management (BPM) and Business Service Management (BSM) as well as Change and Release Management in SAP landscapes are high on the agenda of many IT managers. Everyone is looking for highly integrated end-to-end solutions like theGuard!. As a partner, you can demonstrate your expertise across two rapidly growing market segments within the IT industry.

Secure and strengthen your competitive advantage

The excellent up-selling and cross-selling potential of theGuard! will let you grow your business with existing customers while allowing you to get a "foot in the door" when approaching new customers.

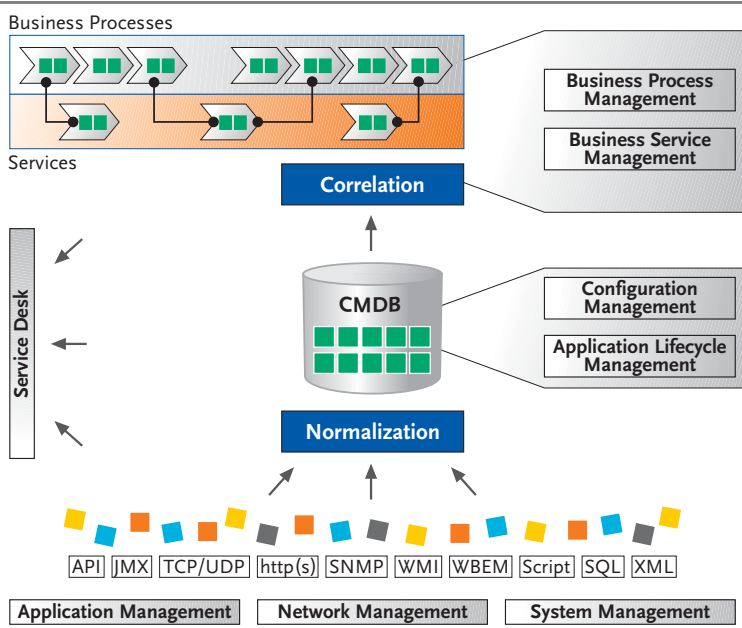
theGuard! benefits all business units

Senior management: theGuard! creates transparency and allows senior managers to plan ahead more securely by monitoring key performance indicators of successful business management.

Business department: Enables companies to respond to business demands faster and more securely by improving the efficiency and availability of business processes and allowing for the professional management of development processes.

IT service and support: Highly integrated features for the management of the entire IT environments provide a maximum ensure a maximum level of IT service quality.

Software topics and interplay of theGuard! solutions



Choose your partnership level

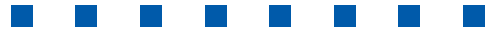
The Partner Program is available in four categories:

- Business:** sales partner for 1 theGuard! software product
- Silver:** sales and technology partner for 1 theGuard! software product
- Gold:** sales and technology partner for 2 theGuard! software products
- Platinum:** sales and technology partner for all theGuard! software products

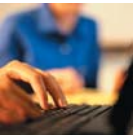


What we do for our partners	BUSINESS	SILVER	GOLD	PLATINUM
Extensive training program (sales training free of charge!)	•	•	•	•
Professional sales support materials	•	•	•	•
Professional documentation for consulting, technology, and support		•	•	•
Pre-sales and post-sales support	•	•	•	•
Technical pre-sales and post-sales support		•	•	•
Participation in the project protection program	•	•	•	•
Listing in the partner directory on the REALTECH website	•	•	•	•
Access to REALTECH's Partner Web	•	•	•	•
Partner support hotline		•	•	•
Free trial licenses for internal use		•	•	•
Support for events, success stories, and press releases		•	•	•
Joint lead activities and forwarding of customer inquiries			•	•
Dedicated partner manager				•

What we expect from you	BUSINESS	SILVER	GOLD	PLATINUM
Signing of a partner agreement	•	•	•	•
Training of a theGuard! Certified Sales Professional (CSP)	•	•	•	•
Training of a theGuard! Certified Pre-Sales Consultant (CPSC)		•	•	•
Training of a theGuard! Certified System Engineer (CSE)		•	•	•
Training of an additional CSP, CPSC, and CSE respectively		•	•	•
Commitment to marketing our theGuard! software solutions	•	•	•	•
Monthly sales and marketing reporting	•	•	•	•
Preparation of an annual business plan that includes sales and marketing activities		•	•	•
Dedicated product manager			•	•
Joint participation in events and workshops hosted by the partner		•	•	•
1st level support		•	•	•
1st level and 2nd level support				•



www.realtech.com/partner



For a better REAL·IT·y : REALTECH

REALTECH Software Products GmbH
Industriestr. 39c · 69190 Walldorf · Germany
Phone +49.6227.837.880 · Fax +49.6227.837.837
software-partner@realtech.com · www.realtech.com

COPA-023-0911-03en