

## GeoSolutions Alliance Program

*Growing together with GeoSpatial Open Source*  
<http://opensdi.geo-solutions.it>

**GeoSolutions Alliance Program** is the partnership program for companies that want to extend their market reach by adding or boosting their skills on GeoSpatial Open Source products leveraging on a collaboration with GeoSolutions' Team. The goal is to create a network of certified partners which are able to support the growth and deeper penetration of Open Source GeoSpatial Products by positively addressing the increased demand for professional support services and solutions.

### The Offer

GeoSolutions is committed to provide prospect partners with services for training, technical, commercial and marketing support for promoting and selling services and solutions based on the GeoSpatial Open Source products that composes the OpenSDI Suite:

- ✓ GeoServer
- ✓ GeoWebCache
- ✓ GeoNetwork
- ✓ MapStore
- ✓ GeoBatch



### Advantages

The Partner as a reward for its investment will have the following benefits:

- ✓ In-depth training course on the OpenSDI Suite components given directly from the developers
- ✓ Rights to influence the priority of the items in the development roadmap for the Suite components
- ✓ Discounted access to GeoSolutions Enterprise Support Services program
- ✓ Proper visibility of the partnership relation on the GeoSolutions Site as well as on the usual diffusion channels used by GeoSolutions (twitter, linkedin, google plus, specialized magazines, etc..)
- ✓ Territorial Exclusivity to give partner the necessary peace of mind needed for investing on promoting the Suite Products with new and existing clients

The Partner will be able this way to concentrate on growing its own business knowing that its shoulders are covered by an unparalleled point of contact for both technical or commercial issues regarding Open Source GeoSpatial Software.

### Prospect Partner

The Ideal partner for the GeoSolutions Alliance Program is a system integrator providing services and solutions for geospatial software who wants to expand or complement its skillset with respect to the Suite's components through training as well as support directly from the developers.

### Ask away, we are flexible

The partnership program is a new entry of the second part of the 2013, conceived to respond to the increasing demand for this kind of relationship we have received. Express your interest and we'll be happy to discuss with you this opportunity in order to customized it as needed (within reason!).

### Key Points

- ✓ First class training directly from the developers of the products.
- ✓ Voting rights on products' roadmap
- ✓ Technical and commercial back-up in case of need
- ✓ Priority Access to new and private solutions from GeoSolutions
- ✓ Marketing support and possibility to re-use GeoSolutions' Logo



Technical Benefits	Partner Program
Access to GeoSolutions Private Solutions	Yes
Access to Technical Webinars	All
Roadmap Steering Rights	Yes
Access to Support Services	Discounted
Training	Included
Support Portal + Forum + Knowledge Base	Included
Sales & Biz Development Support	
Support for Strategic Sales & Bids	Yes
Marketing events/co-exhibiting	Yes
Leads Redirection	Yes
Territorial Exclusivity	Yes
Marketing Support	
Press Announcement	Yes
Logo on GeoSolutions Partners Site	Yes
Sales & marketing material	Yes
Access to GeoSolutions Documentation	Yes
Access to GeoSolutions Success Stories	Yes
Access to Marketing Webinars	All
Requirements	
Minimum technical webinars attendance	All Releases
Minimum marketing & technical webinars attendance	All
Advertisement on Partner's website, Public Events and on Partner Marketing Material	Yes
Budget Goals	To be discussed
Open Source Products Exclusivity	Yes
Annual Fee	Call Us!

### Roadmap Steering Rights

Partners can provide input and prioritize the roadmap for the core products supported by GeoSolutions.

### Training

Partners will receive full training as part of the Partnership Fee.

### Territorial Exclusivity

Partners can attain territorial exclusivity in the Country of origin.

### Leads Redirection

Leads received for a geographical region covered by a Partner should be redirected to it.

### Press Announcements

GeoSolutions will announce the partnership on its website as well as on the most used social networks.

### Webinar Attendance

Partners will be asked to attend periodic webinars describing new releases or important fixes and solutions.

### Access to GeoSolutions Solutions

Partners will have access to GeoSolutions materials and solutions (when applicable with respect to licensing terms), like vertical solutions, reference documents and internal technical documents.

### Support Portal

Public Portal, Forum and knowledge base are available to all Partners. Dedicated instances are available on request.