



invantive 2020 partner programs

	Standard Programs				Custom Programs			Educational ²
	Con- sultant	Qual. Sales	Pre- ferred Partner	Plat- form Partner	ISV	White Label	OEM	Professional
Entitlements								
Dealer fee ¹	-	35%	35%	-	Custom	Custom	Custom	-
Free subscription for test purposes	✓	✓	✓	✓	✓	✓	✓	✓
Free subscription for production purposes			2 users	25 users				10 users ³
Free trainer allocation (hours per calendar year)	1		4	4	4	8	8	0
Receive leads in target audience			✓			✓	✓	
Targeted audience (country, SBI, size, data container)			✓			✓	✓	
Provider 1st line product support	*	*	*	*	**	**	**	*
Provider 1st line support on consulting deliverables	**	**	**	N/A	**	**	**	N/A
Sales support allocation (hours per calendar year)	1	8	8	8			8	
Can sell or recommend competing products	Yes	No	Yes	Yes	No	No	No	N/A
Requirements - General								
Can participate in competing products	No	No	No	Yes	No	No	No	Yes
Min. #Employees trained	1	0	1	0	2	2	2	0
Min. Monthly Recurring Revenues Subscriptions sold per year (EUR)	50	500	500	0	Custom	Custom	Custom	0
Party must be legal entity	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No
Costs								
Cost (EUR per Calendar Year)	0	0	0	0	Custom	Custom	Custom	0

* Invantive ** Partner

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Market Specific Requirements

Exact Online

Certified by Exact as consultant	✓		✓	N/A			
Must be VAR			✓	N/A		✓	
Can sell to accountants	No	No	No	N/A	Yes	No	No

Annotations

¹When partner program ends or changes, dealer fee continues for subscriptions which were contributed by the partner during the applicable period against the original percentage.

²Educational program only available for educational purposes by students enrolled in a formally appointed institute for professional education.

³Solely for data owned by educational institutions and/or student organizations.

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