

# Geosparc Partner Program



**geomajas**

Certified Partner by Geosparc

**The Geosparc Partner Program is open to selected solution providers around the world who have the intention to build a business around the professional open source GIS application framework, Geomajas.**

**This document is a high level overview of the Geosparc Partner Program. It will help (potential) partners to learn about the program structure, the benefits, the products and services. It also stipulates the steps to be taken to become a partner.**

## **1. Partner Program Overview**

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Unlike other partner programs, the Geosparc Partner Program does not require an initial membership fee. Therefore, it is designed to drive the success of our partners and to increase the value that they bring to their customers by selecting the open source GIS application framework, Geomajas.

The program is built to assist our partners in supporting their customers and expanding their business by providing them with a range of tools. Additionally, it provides you, as our partner, with the possibilities to enhance your branding, to build joint product and service offerings and to jointly develop marketing and sales strategies in order to create awareness and business opportunities.

## 2. Partner Program Structure

The Geosparc Partner Program is a single, integrated framework for engaging and managing all Geosparc's partners worldwide. It is designed to recognize your capabilities as a partner, reward your efforts in delivering GIS solutions built with Geomajas and in selling Geosparc's products and services.

The Geosparc Partner Program offers two partner categories, the **Certified Partner Program**, and the Original Equipment Manufacturer, the **OEM Partner Program**.

### Certified Partner Program

On the **Certified Partner Program** our partners get higher discounts based on their sales volume of Geosparc products and services. The Certified Partner agreement is reviewed on a yearly basis.

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### OEM Partner Program

The **OEM Partner Program** is designed for partners interested in sub-licensing the Geomajas technology embedded within their own value-added or integrated solution.

End user access to Geomajas technology within these solutions is provided through the partner's custom user interface. For the OEM, the right to use the Geomajas framework is not for free, but is dependent on the business case.

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### 3. Geosparc Partner Program Benefits & Requirements

As a Geosparc Certified Partner, you have access to a wide range of benefits. These are designed to help you expand your business by growing your

revenue opportunities. The Geosparc Certified Partner Program benefits are described below:

#### Partner Program Benefits & Requirements

Marketing Benefits		Sales Benefits	
Marketing & Communication Support	Yes	Commercial training (on-line)	Yes
Access to Marketing Tools	Yes	Request For Proposal Support	Yes
Use of Geomajas Certified Logo	Yes	Lead referrals	Yes
Listing on Geosparc's Website	Yes	Presentations	Yes
Direct link from Geosparc's Website	Yes	Joint Sales Programs & Events	Yes
Public Relations Support	Yes	Sales Tools	Yes
Use of Testimonials Prepared by Geosparc	Yes	Contractual Agreements	
Joint Marketing Programs & Events	Yes	Products & Services Discounts	Yes
		Minimum Annual Geomajas Implementations	3
		Persons following the Geomajas Training	1

## 4. Geosparc's Products & Services

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With our range of products and services, our partners can offer their clients a total solution. We can provide you, our partner, with Proof Of Concepts, Consulting & Development Services, Training Services along with our Service Level Agreements (SLA) and Commercial Licenses (OEM and Internal Use).

### ● Consulting & Development Services

At Geosparc we have deep knowledge and understanding of the Geomajas application framework. As we work together with our Certified Partners and customers we have built up quite some experience. The technology people at Geosparc want to share this knowledge with you. Sharing means saving our partners and customers valuable time and money. Geosparc's team of GIS experts, software architects and engineers can provide additional technical support during all phases of a development project: architecture, design and modelling, implementation, testing, deployment and performance tuning.

### ● Support Contracts

Geosparc offers you enterprise class service level agreements. Our different service editions are described in detail on the next page. We have 6 service level agreements: Geomajas Community Edition, Geomajas Standard Edition, Geomajas Enterprise Edition, Geomajas Enterprise XL Edition, Geomajas Enterprise Premium Edition and Geomajas Customized Edition. All the service level agreements are fully tested and supported by Geosparc professionals. For a full overview of our support contract go to <http://www.geosparc.com/page/compare> etc.

### ● Proof of Concept (POC)

A Proof of concept is a short and/or partly realization of a certain idea to demonstrate its feasibility whose purpose is to verify that the Geomajas application framework is capable of solving your business problem in a useful and satisfying manner. Such a proof of concept is usually considered a milestone on the way to a fully functioning application.

### ● Training Services

We provide training services for developers and users, both for our partners and for end-users. All trainings are prepared and delivered by our developer's team, who have an in depth expertise in the Geomajas application framework. Our trainings range from introductory to advanced knowledge on Geomajas.

### ● Commercial Licenses

Software vendors can integrate the open source Geomajas application framework in their commercial offerings. Or companies can choose to develop applications for internal use with Geomajas while not wanting to have to give the information of their developments to the outside world. Both require a non open source commercial license which Geosparc, being the IP owner of Geomajas, can provide you with. The commercial license for Geomajas enable software vendors and companies to embed, modify, rebrand and distribute applications based on Geomajas. For both cases we can provide the license agreements including developer assistance, integration support, support contracts and training.

## 5. How to become a Geosparc Partner

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- **A Geosparc Partner must have experience**

- with:**
- GIS projects
  - JAVA/Javascript
  - Web Application Integration
  - Project Management

- **Next steps:**

1. Contact Geosparc
2. Accept/Sign Partner Agreement and Contributor License Agreement
3. Follow the Geomajas' technical (paid) and commercial (free) trainings given by Geosparc
4. Promote and offer GIS solutions using Geomajas on a regular basis

**Interested in becoming a Geosparc partner or do you have a GIS project where the web-based application framework Geomajas can be used?**

Contact Jan Poté, Marketing & Communication Manager  
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