

# Benefits and Requirements

Connected with Kepware® System Integrators are integral to the PTC Partner Network.

We rely on our Connected System Integrators to implement and optimize Kepware inclusive solutions so we can remain focused on developing the highest quality products for our customers. Connected System Integrators have firsthand knowledge and experience in a variety of industries, including Manufacturing, Oil & Gas, and Water & Wastewater. Each Connected System Integrator has been carefully selected and vetted for participation.

The program includes gold and silver tiers based on level of engagement and experience with Kepware products. For a comparison of the tiers' benefits and requirements, please see the tables below.

Benefits	Silver	Gold
<b>Business</b>		
Partner Portal	✓	✓
Quarterly Newsletter	✓	✓
Partner Kickoff Session	Group	Private
Guided Onboarding		✓
<b>Training</b>		
Kepware Product Training	✓	✓
<b>Sales</b>		
Product Discount	✓	✓
Demonstration/Trial Licenses	✓	✓
System Integrator Hardware Key	✓	✓
Qualified Lead Referral		✓
Dedicated Partner Manager		✓
<b>Marketing</b>		
Program Announcement Materials	✓	✓
Customer Reference Program Membership	✓	✓
Access to Kepware Collateral and Assets	✓	✓
Company Profile Listing in Online Database	✓	✓
Invitation to Product Pre-Release Webinars	✓	✓
Access to Pre-Release Product Information and Collateral		✓
Social Media Marketing		✓
Tradeshaw and Event Support		✓
Webinar Panelist Opportunities		✓
<b>Technical Support</b>		
Priority Access to Level 1/2 Technical Support	✓	✓

Requirements	Silver	Gold
<b>Business</b>		
Term of Agreement	Annual	Annual
Tier Entry	✓	By Attainment
Compliance	✓	✓
Annual Program Renewal	✓	✓
Minimum Number of Kepware Installations	3	20
<b>Training</b>		
Meet Sales Training Qualifications	✓	✓
Meet Basic Product Training Qualifications	✓	✓
Meet Advanced Product Training Qualifications		✓
<b>Sales</b>		
Position and/or Sell Kepware Product and Support Offerings	✓	✓
<b>Marketing</b>		
Link to <a href="http://www.kepware.com">www.kepware.com</a>	✓	✓
Contribute Annual Use Case		✓
<b>Technical Support</b>		
Provide Post-Sale Assistance (Licensing, Installation, and Configuration)	✓	✓
Provide Pre-Sales Technical Support		✓

Kepware is a software development business of PTC Inc. located in Portland, Maine. Kepware provides a portfolio of software solutions to help businesses connect diverse automation devices and software applications and enable the Industrial Internet of Things. From plant floor to wellsite to windfarm, Kepware serves a wide range of customers in a variety of vertical markets including Manufacturing, Oil & Gas, Building Automation, Power & Utilities, and more. Established in 1995 and now distributed in more than 100 countries, Kepware's software solutions help thousands of businesses improve operations and decision making.

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