



## Aras Corporation EPLM PARTNER CERTIFICATION LEVELS

Aras is committed to providing our partners with technical expertise, support and tools to become most effective at building and running a successful Aras EPLM Practice. We help our partners capitalize on the PLM market, gain awareness among the growing Aras community, and access our technical expertise and resources.

	Aras EPLM Business Partner	Aras EPLM Certified Partner	Aras EPLM Gold Partner
<b>BENEFITS</b>			
Partner Listed on Aras Web Site	X	X	X
Access to Online Lead Generation Tools <sup>1</sup>	X	X	X
Free Technical Training	X	X	X
Free Marketing Training	X	X	X
Access to Marketing Materials	X	X	X
Discounted rates for Aras Consulting Services	X	X	X
New Leads assigned to Partner		X	X
Priority participation at Aras run ACE conferences			X
Priority Partner Support			X
Eligibility to participate in special programs			X
Branding as a Aras Gold Certified Partner			X
Branding as a Aras Certified Partner		X	
<b>REQUIREMENTS</b>			
Active and Valid SolidWorks Reseller Agreement	X	X	X
Signed Partner Agreement	X	X	X
Provides First Tier EPLM Support <sup>2</sup>	X	X	X
Number of Aras Certified Engineer <sup>3</sup>	1	1	2
Number of New EPLM Subscribers per year		1	3
Number of Customer Events per Year <sup>4</sup>		1	2
Aras Listed on Partner Web Site	X	X	X
Maintain positive Customer Satisfaction <sup>5</sup>		X	X
Meet online marketing requirements <sup>6</sup>		X	X
New subscriber selection press releases	X	X	X
Boot Camp participation (once a Year)		<b>optional</b>	X

<sup>1</sup> Aras provides software to the Partner for harvesting Leads from the Partner's Web site

<sup>2</sup> First Tier EPLM Support means all support interaction with EPLM subscriber customer as defined in Schedule C "Technical Support Services" of the Aras EPLM Partner Agreement

<sup>3</sup> Requires Aras Training Course "Configuring Solutions" & "Developing Solutions" - <http://www.aras.com/university/>

<sup>4</sup> Local Customer Events planned and executed by the Partner

<sup>5</sup> Aras will from time to time conduct Customer Satisfaction Surveys

<sup>6</sup> Join Social Networking in Groups such as LinkedIn and Xing, make comments on blogs and participate in online discussions, and make postings on Directories & Listings to increase Web traffic on Partner and Aras Web site

Aras reserves the right to change partner benefits and requirements at any time.