Building a Business with YOU, Our Partners!

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PROGRESS PARTNER+ | BUSINESS FORUM

Accelerate Growth

Partner Ecosystem

✓ Distributors
✓ Partners
✓ Service Providers

Grow Depth

Build Breadth

Support Locally

Goals

- Increase partner up / cross sell capabilities.
- Grow indirect business by 30%.
- Grow partner base by 30%.
- Build in-country support through distribution and partner networks.
- Nurture new business with 3E framework.

Value
Worth
fair and suitable
desirability, utility
being useful or

E

- ✓ Excite
- ✓ Educate
- ✓ Engage

- **Excite** to stimulate interest
- **Excite** to want to know more
- **Excite** to want to try

Turn the Progress spark into an INFERNO!

A ACTiON
C CHANGES
T THiNGS

- **Educate** to show value
- **Educate** to teach
- **Educate** to gain trust and loyalty

Create raving fans through education!!

Partner Enablement Update

Completed	Planned
▪ Sales and Presales Learning Paths for each product ▪ Partner Enablement Tracking ▪ Partner Workshops ▪ Local Partner Update ▪ Product Demo ▪ Corticon Training Catalog for Training Center	▪ New Partner Workshops – Rollbase Mobile and OpenEdge Modernization ▪ New Product Demo - Rollbase Mobile, Integration of OpenEdge BPM, Corticon and Rollbase Mobile ▪ Corticon Go-To-Market

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Partner Workshop

- Pacific overview and introduction to Rollbase, DataDirect Cloud and Corticon

Pacific Workshop

- Creating Rollbase application and Corticon decision services
- Consuming Corticon decision services in Rollbase application

Rollbase and Corticon Workshop

- Introduction to Rollbase, Corticon and OE Mobile
- What's new in OE11.3
- Roadmap of Rollbase, Corticon and OpenEdge

Rollbase, Corticon and OE Workshop

- Installing and Configuring Corticon Server for .NET
- Deploying Corticon Decision Services in .NET environment

Corticon .NET Deployment Workshop

- Pacific overview and introduction to Rollbase and Corticon
- OE11 Update – OEBPM, OE Database and OE GUI for .NET
- Roadmap of Rollbase, Corticon and OpenEdge

Pacific and OE11 Update Workshop for QAD China

- Modeling rules in Corticon
- Deploying Corticon Decision Services
- Advanced rule modeling in Corticon

Corticon Workshop

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New Workshop – Coming Soon

- Migrating V9/OE10 OpenEdge application to OE11 for integration with Rollbase and using OEBPM, Corticon, OE Mobile

OpenEdge Application Modernization workshop

- Using new Rollbase Mobile

Rollbase Mobile workshop

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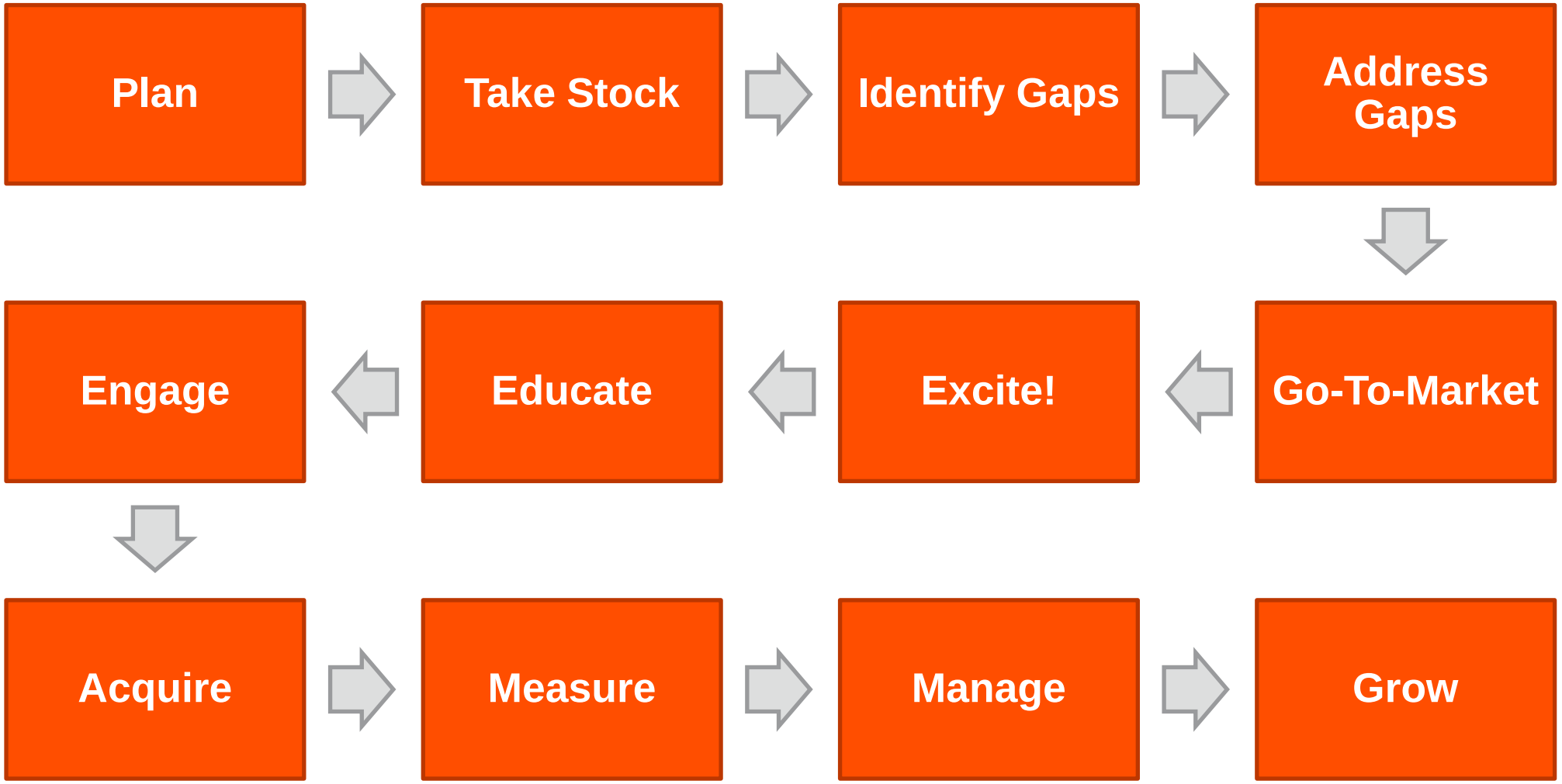
Collaborating with Training Centres

- Working with training centre, NetAssist, to offer Corticon and Rollbase courses.
- Cammy is creating / coordinating the course kits required for these classes.
- Progress Software will deliver the courses while trainers are being trained locally.
- Leverage on training centre's client base of partners and customers.
- Eventually these courses will be officially run, paid courses, managed by the training centers.

- **Engage** to seek partnership
- **Engage** to develop a business
- **Engage** to grow revenue

Engage our fans to sell with & for us!!!

How We Work With Our Partners?



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Working with Rollbase Philippines

Jeff Sia

President

Rollbase Philippines

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Traditional Sales Process

Customer Browse Products

Customer Fills & Sends Online Form

Wait for Sales Agent to Call

ONLINE STORE

SALES AGENT

Manual Order Taking

Manual Provisioning

Manual Billing

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The Rollbase Storefront

Automated Process

The Rollbase Storefront makes it easy for your customers to purchase your products by eliminating the long process of filling forms online and waiting for a sales agent to call.

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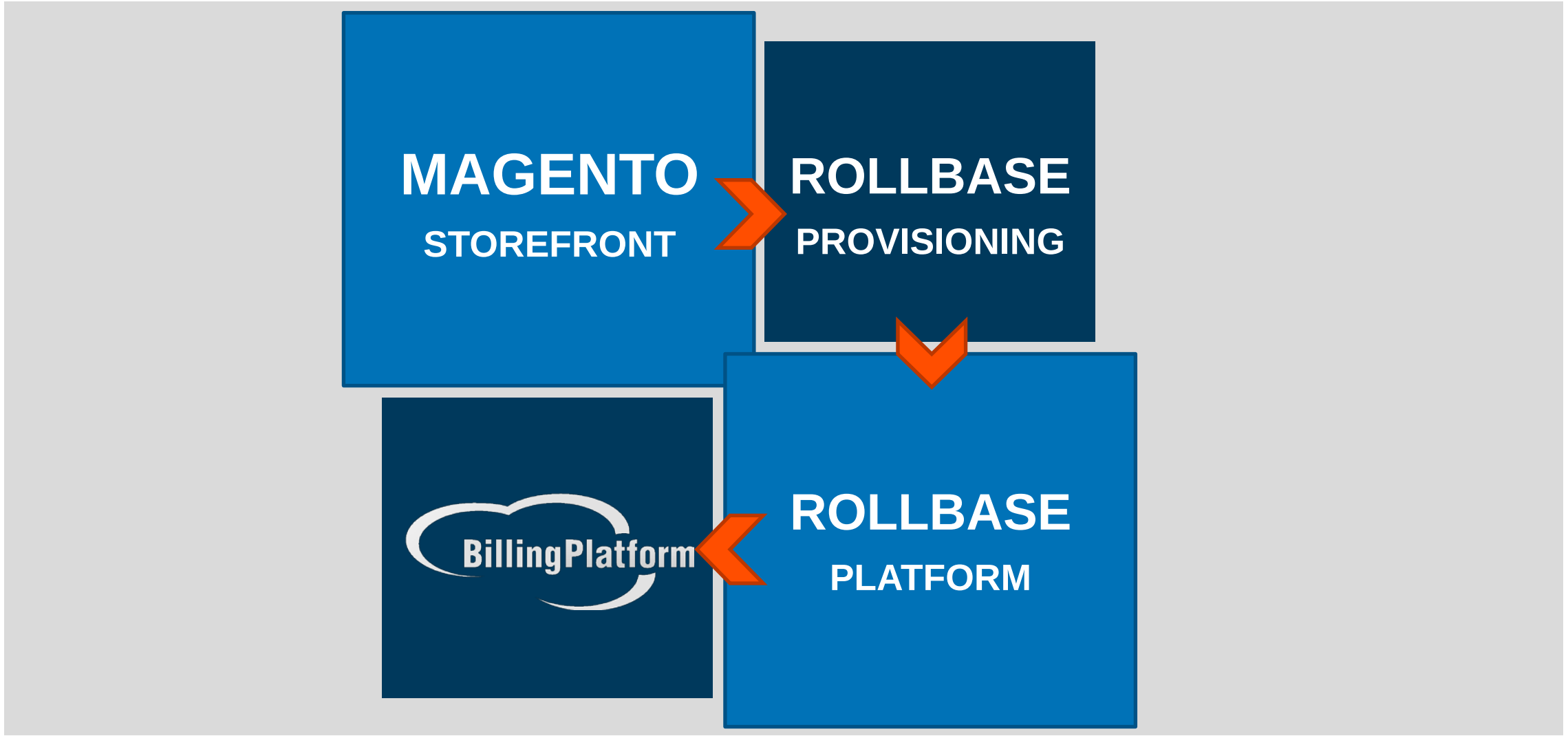
The Rollbase Storefront Solution



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The Rollbase Storefront Benefits

- Extend customer reach
- Operational efficiency through automation
- Pay as you use
- Displays all available application
- Good Marketing tool for business
- No pressure sales
- 1 month free trial
- Zone extension can be paid via credit card

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Q&A

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