

# Geosparc Partner Program 2010



**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.

1

### 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.

2

### 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
		Minimum Revenue Per Year (Euros)	45.000,00

## 4. Geosparc's Products & Services

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With our range of products and services, our partners have a many options to offer to their clients, giving them many opportunities to reach higher discounts. Our services include proof of concept, consulting and training services along with our Service Level Agreements (SLA) editions.

### ● Consulting 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 in architectural design, development, implementation and configuration. The technology people at Geosparc want to share this knowledge with you. Sharing means saving our partners and customers valuable time and money.

### ● 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.

## Geomajas Service Level Agreement Editions

Service & Support Items	Standard Edition	Entreprise Edition	Entreprise XL Edition	Entreprise Premium Edition	Customized Edition
<b>Geomajas 1.4.x</b>	Yes	Yes	Yes	Yes	Yes
<b>Geomajas 1.4.x Installer</b>	Yes	Yes	Yes	Yes	Yes
<b>Support by community</b>	Yes	Yes	Yes	Yes	Yes
<b>Issue Handling</b>	Yes	Yes	Yes	Yes	Yes
<b>Support times</b>	9.00h-17.30h* Monday through Friday	9.00h-17.30h* Monday through Friday	9.00h-17.30h* Monday through Friday	9.00h-17.30h* Monday through Friday	Customized
<b>Response times</b>	2 business days	1 business day	1 business day	1 business day	Customized
<b>Communication</b>	Email	Email	Email, phone	Email, phone	Customized
<b>Registered contacts</b>	2	4	4	4 per application	Customized
<b>Number of projects/ applications covered/Server</b>	1	1	1	3	Customized
<b>Services (architecture, development)</b>	No	Yes (max. 20h/year)	Yes (max. 20h/year)	Yes (max. 20h/ year per project/ application)	Yes (max. 20h/ year per project/ application)
<b>Critical Bug Fixing***</b>	max. 10 bus. days in 80% of cases **	max. 5 bus. days in 80% of cases **	max. 5 bus. days in 80% of cases **	max. 5 bus. days in 80% of cases **	Customized
<b>Platform Change Request****</b>	No	Yes	Yes	Yes	Customized
<b>Patches and updates access</b>	Yes	Yes	Yes	Yes	Yes
<b>Online issue tracker (ticketing)</b>	Yes	Yes	Yes	Yes	Yes
<b>Geomajas 1.4.0 bug support</b>	Yes	Yes	Yes	Yes	Yes
<b>Reporting on SLA status</b>	Yes	Yes	Yes	Yes	Yes
<b>Support for Oracle</b>	No	No	Yes	Yes	Yes
<b>Support for MySQL</b>	No	No	Yes	Yes	Yes
<b>Support for PostGIS</b>	No	Yes	Yes	Yes	Yes
<b>Support for ArcSDE</b>	No	No	Yes	Yes	Yes
<b>Support for Microsoft SQL</b>	No	No	Yes	Yes	Yes

\* = CEST (Central European Time Zone)

\*\* = Max 20% delayed (if >5 Blockers) OR 1 delay (if <=5 Blockers)

\*\*\* = Critical bugs are failures on production systems without a valid work-around

\*\*\*\* = We support up to 2 platform change requests/application/year. Support is defined as the process to analyse, document, budget and submit your change requests to the Project Steering Committee

° = We will isolate issues related to Geomajas and the concerned tools. In case the issue is with the concerned tool, the resolution should be covered by a maintenance contract with the tool vendor

Note: All support and support requests are in English

### Geosparc nv

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## 5. How to become a Geosparc Partner

- **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?**

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