

Semantic technologies from semafora systems

# Partner programs 2012

## Become our Partner

The semafora Partner Program is a worldwide initiative designed to help develop cutting-edge semantic solutions and successfully bring them to market. As the leading provider of semantic technologies, we encourage software and services companies to apply for a partnership. The solutions and the market know-how brought in by the partner combined with semafora's core technology will create exciting semantic solutions for the end user, yielding in this way true value for the partner, the customer and ontoprise. Join the semantic revolution, enrich your applications, connect to new markets and discover new exciting and innovate ways of living and working together.



### Programs

semafora offers programs for **ProductPartners** (Independent Software Vendors) and **ProjectPartners** (System Integrators and Resellers). ProductPartners integrate semantic technologies into their product suite. ProjectPartners offer semantic applications as an add-on to their software or services. ProjectPartners are offered a discount on ontoprise Software licences depending on the number of licences sold and the degree of the sales process they cover.

### Getting started

Are you interested? Please contact our partner managers at:

**Phone:** +49 6151 8509-400

**Email:** partner@semafora-systems.com

For more information about our company and our products please visit our website:  
www.semafora-systems.com

Service Packages	Silver Partner	Gold Partner	Platin Partner
<b>Software (current version)</b>			
OntoStudio Development licence	1 seat	5 seats	unlimited
OntoBroker Development licence			unlimited
SemanticMiner Web-services Development licence (without index)		•	unlimited
Semantics for SharePoint (without MS SharePoint)		•	unlimited
SemanticGuide Development license		•	unlimited
.			
Discounts on Software Packages	○	○	○
<b>Support via Trouble Ticket System</b>			
Support contract (via certified engineers, number of hours p.a.)	10 hours	30 hours	100 hours
<b>Marketing/Sales</b>			
Marketing package via partner extranet	•	•	•
Sales material via partner extranet	•	•	•
Special flyer for combined solution		○	○
Logo program (partner website, brochures)		•	•
Partner booth at selected trade fairs		○	○
References in selected articles		○	○
<b>Lead Management</b>			
Lead forwarding (at ontoprise's discretion)	•	•	•
Ramp-up presales support (at ontoprise's discretion)	○	○	○
<b>Teaching</b>			
Participation in technical update trainings for new releases (max. 2 persons)*	○	○	•
Sales training (number of persons)*	2	4	6
Certification: Ontology Engineers	20% discount for 1 person	35% discount for 2 persons	50% discount for 3 persons
<b>Prerequisite</b>			
Quarterly sales activity report	•	•	•
Price (paid for a year in advance)	1,000.- EUR	3,000.- EUR	10,000.- EUR

**Legend:** • included ○ optional (at additional costs)

\* all trainings take place in Karlsruhe, Germany. Please ask your contact person for our event calendar.

**semafora systems GmbH**  
Wilhelminenstrasse 2  
64283 Darmstadt, Germany  
www.semafora-systems.com

Phone: +49 6151 8509-400  
Fax: +49 6151 8509-401  
Email: info@semafora-systems.com

