



Oz Development Partner Program

Transform How You
Deliver Solutions
For Your Customers

5 Things You Should Know

Cloud-controlled

Get visibility to customer adoption even with on-premise applications

Eliminate Missing Functionality

Use edge apps to add functionality not available in underlying business application

License Your Edge Apps

License your extensions to ensure you get paid based on your agreements

Integrate to Cloud or On-Premise

Integrate cloud to cloud, cloud to on-premise, on-premise to on-premise

Grow Your Customers

Deliver solutions your customers need, when they need them

Rapidly Integrate and Extend Business Applications with Edge Apps

Do you need a better way to serve your customers? With the Oz Development integration platform you can integrate and extend your customers' existing order management applications. With Oz Development you can integrate applications, and through edge apps, extend and fully automate business processes.

The Oz Development platform has been used by thousands of customers to streamline their eCommerce, warehouse, and shipping processes.

Integrate & Extend Existing Applications

- Integrate between eCommerce applications, ERP/accounting, and shipping.
- Connect regardless of technology including cloud-base, on-premise applications, including legacy architectures
- Eliminate missing capabilities by building and licensing you own egde apps

Deliver Tailored Solutions More Quickly

- Leverage pre-built modules to create customer specific solutions
- Implement customer specific business rules with light weight scripting
- Create solutions that fit exactly what the customer needs

Provide Great Support at Lower Cost

- Deploy and control solutions from the cloud real-time
- Leverage automatic updates for application adapters to keep integrations running smoothly
- Add new capabilities as the customer needs them and can justify the cost

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Pick the Partnership Level That Fits Your Business

What Are Edge Apps?

Edge apps are light weight programs that run either in the cloud or on-premise, and are managed from the cloud. They typically run as a complement to existing core business systems to move data between those systems, automate routine tasks and fill the gaps of missing features.

Edge apps are light weight, meaning they can be developed and deployed within hours or days, versus weeks or months for more complicated solutions. The benefits are significant for both you and your customers. They include:

- (1) Ability to deliver what your customers need, tailored to their requirements
- (2) Solutions are smaller, delivered in a more agile way, reducing risk and waste
- (3) Customers get pay-back in weeks, allowing them to re-invest the savings back into additional automation & extensions
- (4) Customer revenue grows over time. There are always new areas to help automate

Partner Responsibilities	Referral	Plus	Pro	Prime
Eligibility	Approval Required	Approval Required	By Invitation	By Invitation
Account Management	x	x	x	x
Discovery & Demo		x	x	x
Proposal and Booking			x	x
Implementation			x	x
Level 1 Support			x	x
Oz Customer References		4/year	8/year	12/year
Revenue Minimums			x	x
Partner Benefits				
Sales				
Sales Training		x	x	x
Solutions Sales Support			x	x
Account Planning			x	x
Monthly review				x
Marketing				
Sales Kits	x	x	x	x
Joint case studies		x	x	x
Solution media support		x	x	x
Joint lead generation			x	x
Joint press release				x
Listing on Oz web site				x
Technical				
Developer account		x	x	x
License control		x	x	x
Developer resource			x	x

