



JOIN THE LIQUIDWARE PARTNER NETWORK

Directly Impact Your Success with Liquidware Solutions

As a Liquidware partner, you differentiate yourself with highly competitive solutions that provide high value to your customers at an affordable entry point. You can engage with customers earlier in projects and prolong your involvement with critical assistance at subsequent phases. You can shorten customers' project lifecycles and lower TCO, while helping to ensure a successful project that meets their specific requirements. As they scale and expand their environment, you can be there, too, with the expertise, services and solutions they'll need.

Liquidware offers benefits that directly impact your success:

- Generous margins maximize your potential on every deal
- Deal Registration protects deals you've worked on
- Low-cost license-use increases frequency of customer engagements
- Public relations promotes your customer successes
- Joint go-to-market programs for targeted lead generation
- Training enhances your status as "trusted advisor" on VDI projects
- Solutions shorten project lifecycles, so you can take on more projects
- Solutions can be leveraged to generate services revenue
- Differentiate your business with specialized desktop expertise

Liquidware Partner Programs are designed to enhance your value to both current and potential customers, while providing you with the key benefits you need to expand your business in a growing, lucrative market. Liquidware has Partners at the Acceler8, Premier and Standard levels. Our partners make an ongoing commitment to becoming highly proficient in desktop virtualization technologies and deep expertise in Liquidware software solutions.

Some Acceler8 Partners have achieved Liquidware Center of Excellence (COE) status. COE Partners have developed to the highest standards of expertise in desktop virtualization technologies, becoming trusted advisors to their clients and contributing to thought-leadership in the industry.

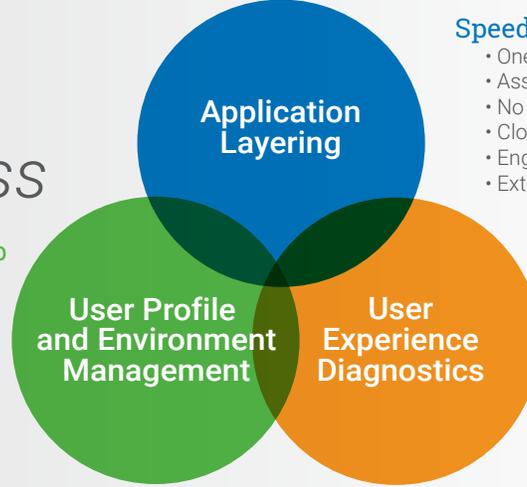
Make certain of a rewarding future by becoming a Liquidware partner today.

Liquidware is the leader in desktop transformation solutions for next-generation Windows® desktops, both physical and running on VMware® View, Citrix® Virtual Apps and Desktops, and Amazon WorkSpaces. Our Stratusphere UX™, ProfileUnity™ and FlexApp™ solutions save partners time and cost when providing services to customers. Partners can leverage a complete methodology and a comprehensive solutions suite. Once users are moved to new desktops, their user experience can be monitored to ensure that desktop performance is meeting SLAs. Detailed diagnostics support rapid troubleshooting and ultimate optimization of image and application strategies and infrastructure capacity.

Gain Maximum Profitability For Your Business

Lower Total Cost of Virtual Desktop

- Low Cost, Ease of Use
- No Backend Infrastructure
- Shorten Time to Production
- Eliminate Guesswork, Manual Processes and Human Error



Speed Adoption and Acceptance

- One Vendor/All Platforms
- Assess>Design>Migrate>Validate
- No "Finger-Pointing"
- Close POC/Pilots Faster
- Engage More Customers
- Extend Participation in Projects

Resolve Existing Deployment Issues

- Root-cause Health Check
- Unique Metrics/One Tool
- Ensure Performance when Scaling
- Support More Users with Virtual Desktops
- Optimize Image/Infrastructure

Liquidware Partner Program Overview				Levels	Comments
Benefits	Acceler8	Premier	Standard		
Use of Licenses for Unlimited Engagements	✓	–	–		
Margin	20%	20%	10%		
Deal Registration	10%	10%	–		
Deal Registration Rebate Eligible	✓	✓	–		
Joint Marketing Events	✓	✓	–		
NFR Licenses	✓	✓	–		
Joint Sales Calls	✓	✓	✓		
Liquidware Website Placement	Logo	Logo	Name		
Lead Distribution	ProfileUnity Stratusphere UX FlexApp	ProfileUnity Stratusphere UX FlexApp	–		
Joint Case Studies	✓	✓	–		
Commitments	Acceler8	Premier	Standard		
Fee for Software	\$4,995	–	–		
Completed Quarterly Business Plan	✓	✓	–		
Annual Revenue Commitment*	✓	–	–		*To be determined in business plan
Quarterly Deal Registration Commitment*	5	5	–		*To be determined in business plan
Onsite Sales Trainings	As Needed	As Needed	–		
Onsite Technical Trainings	As Needed	As Needed	–		
NFRs deployed	✓	Optional	–		
End Customer Seminars	1 per Quarter	1 per Quarter	–		
End Customer Webinars	1 per Quarter	1 per Quarter	–		
Web based Sales Training	Quarterly	Quarterly	–		Minimum 3 Reps.
Web based Technical Training	Quarterly	Quarterly	–		Minimum 3 SE's
Account Mapping	✓	✓	–		
Pipeline Reviews	Bi-weekly	Bi-weekly	–		
Quarterly Business Reviews	✓	✓	–		

* Preferred Guidelines. All final commitments can be negotiated, but must be reflected in business plan.

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