

New Indirect Sales Intranet

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Dynamic Partner Marketing



Indirect Sales Homepage




DPP: Get all the Info and Templates

- Partner Program
- Partner Profiles
- Global Partner
- Countries
- Contacts
- Collateral
- Presentations
- Partner Extranet
- Feedback

Dynamic Partner Program

Overview:




Dynamic Partner Program -- The facts at a glance


[Worldwide Contact List](#)
Hyperlink

Hyperlink


Forms:



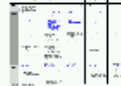
Account Plan (english)
WORD template



Account Plan (german)
WORD template




Expenditure Request Form
Hyperlink




Sales Process
PDF-file

Forms (ISV):



ISV Contract (V2.1 english) (V2.1 german)





ISV Account Plan (english)
WORD template

Profiles: Find your Partner

Home Partner Program Partner Profiles Global Partner Countries Contacts Collateral Presentations Partner Extranet Feedback	Partner Profiles	
	Overview of Partner Profiles sorted by ...	
	Solution Segment:	<ul style="list-style-type: none">• Content Management• Core Transaction Systems• Business Intelligence• Document Management• Enterprise Application Integration• Enterprise Resource Planning• Information Publishing• Sales Systems• Security• Supply Chain Management• Webservices
	Partner Type:	<ul style="list-style-type: none">• Global Partner• Cooperation Partner• Independent Software Vendor (ISV)• Systems Integrator (SI)• Valued Added Distributor (VAD)• Value Added Reseller (VAR)
	Region/Country:	<ul style="list-style-type: none">• Americas• Asia/Pacific

Get the country information

Home Partner Program Partner Profiles Global Partner Countries Contacts Collateral Presentations Partner Extranet Feedback	Country: Switzerland  	
	Partners:	<ul style="list-style-type: none"> • 4Media (ISV, 4MEDIA® Integrate®; Cross Media Publishing) • CCS - Compact Computer Systems (ISV, PaperIn: way for moving from paper to electronic data) • Commtrain Consulting AG (ISV, e-MAKERSOFT: solution for real estate sales of homes, commercial areas, and investment properties) • CSO (VAR) • debis Health Care (SI) • Innovasoft AG (VAR) • LogObject AG (VAR) • NetBreeze GmbH (ISV, Web-Observer, Chat-Spy, Marketing-Agent, Research-Agent) • Redtoo AG (ISV, B2B^{XML}) • Solfit (VAR) • X8X (VAR) • xDream Team (VAR)
	Events:	<ul style="list-style-type: none"> • Orbit/Comdex in Basel, September 24-27 (www.messebasel.ch/orbitcomdex/ in german, french and english)
	Contact:	<ul style="list-style-type: none"> • Marketing: Marco Pluess, Marketing Manager marco.pluess@softwareag.com • Indirect Sales: Hanspeter Ricklin, Account Manager hanspeter.ricklin@softwareag.com

New Partner Profile Layout

Five Sight (USA)




Marketing and Sales Information

Company Information [[Company Presentation](#) ppt]

Product Information [[XML iris platform](#) pdf] [[Supported Technology](#) doc]

[[Case Study: Transolutions, Inc.](#) pdf] [[Pricing](#) pdf]

COMPANY INFORMATION (mutual referral agreement in June 2001)

Five Sight Technologies	Five Sight Technologies 213 North Morgan Street, Suite 1A Chicago, IL 60607 USA Partner Account Manager: bob.gagnon@softwareag.com
Company Profile	Five Sight Technologies, Inc. (www.fivesight.com) creates software that accelerates the development of XML applications. FiveSight Technologies, Inc. is a closely held private company located in Chicago, IL. In early 1999, the principals founded FiveSight with the vision of creating products that make it easier and faster to solve problems with technology.
Product	XML iris
Product Type	FiveSight's XML iris platform enables organizations to create custom applications that tie together high-volume document transaction processing, document content analysis, corporate databases and data warehouses, channel communication, and mobile or web-based user interaction more simply and rapidly than any other enterprise platform. XML iris provides graphical tools that replace the complexity of hardcore development with the simplicity of drag-and-drop interfaces. XML iris impacts the bottom line by

Collaterals: Do we have collaterals?

Software AG Indirect Sales

(force)X

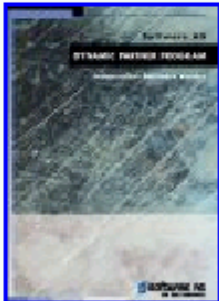
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Collateral


Overview:



Welcome Package
Hyperlink



Dynamic Partner
Program for **ISVs**
pdf-file



Dynamic Partner
Program for **VARs and SIs**
pdf-file