A New Day for AddonSoftware Partnerships

The AddonSoftware® ERP Partner Program recently introduced a no-membership-fee "Authorized Partner" tier that combines product discounts and free product training. This is an exceptional, low risk opportunity to help you expand your business!

The Opportunity

AddonSoftware partners enjoy generous margin opportunities, an exciting set of state-of-the-art business development tools, and the technical and training support they would expect from a long-standing industry leader of software development tools.

While the AddonSoftware Authorized Partner program tier has *no membership fees,* it extends significant product discounts; a higher discount on new/additional/upgrade licenses and a generous discount on software maintenance renewals. Suitably qualified Authorized Partners can quickly attain Premier or Elite status and begin growing their membership to the higher levels of the program.

The Product

AddonSoftware is an affordable full-featured and fully integrated business management solution. It offers scalable deployment options to fit your customers' needs and budget while providing the core enterprise resource planning features that currently support many businesses like those being run by your customers. Full integration eliminates the cost of multiple stand-alone applications and the resulting redundant data entry. With AddonSoftware, you select the licensing, define the number of users, and choose the functionality your customer needs.

Focus on Your Vertical

Do you have a vertical market that you want to put all your efforts into but your resources are divided maintaining standard ERP modules? Consider using the AddonSoftware ERP modules as your *building blocks* and focus all of your resources on maximizing the value of your vertical market solution to further differentiate you from the crowd. Using Barista®, a powerful and efficient data dictionary-based RAD customization tool, you can inherit built-in features and functions to get substantial new feature and function for your vertical with little or no effort.

By Paul D. Yeomans
Vertical Market Account Manager

Supported by the E-Learning Center

Flatten the learning curve at the online e-Learning Center as it fits into your schedule, at the location of your choice, at your own pace. Read about it in depth at *On-Demand Enlightenment at the BASIS E-Learning Center*.

The Cloud Option

Running AddonSoftware in the cloud makes deploying and upgrading your ERP software simpler and more affordable. Of course, you always have the choice of running AddonSoftware along with any BASIS solution on-premise. But, now you can run it online in a cloud environment – one solution, one technology set for both options. Cloud Services makes AddonSoftware even more affordable to use, own or rent, and deploy.
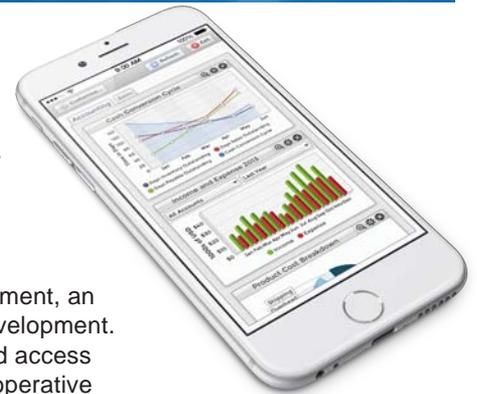
Commercial Open Source

Authorized Partners may optionally elect to participate in Cooperative Product Development, an innovative approach to earning product credits for ongoing AddonSoftware-directed development. Combining a traditional channel-based product delivery program with the openness and access to source code of an open source product development model, the AddonSoftware Cooperative Product Development Program delivers the best of both worlds, while retaining the retail value of the solution. Contributing expert product development meets a partner's own needs while helping to shape the overall future of AddonSoftware products. Your 'sweat equity' is rewarded with product margins of up to 100% on new product sales.

The Basics of AddonSoftware

- **Built-in features** – Includes a long list of standard utility features normally only provided by third party products or with additional development effort, thereby reducing costs.

- **Mature and yet contemporary** – AddonSoftware is the result of more than 30 years of continuous improvement with expanded features, increased functionality, and updated technology. For an example of these improvements, consider the graphical AddonSoftware Dashboard shown in **Figure 1** and featured in *AddonSoftware's Digital Dashboard Takes Off*.
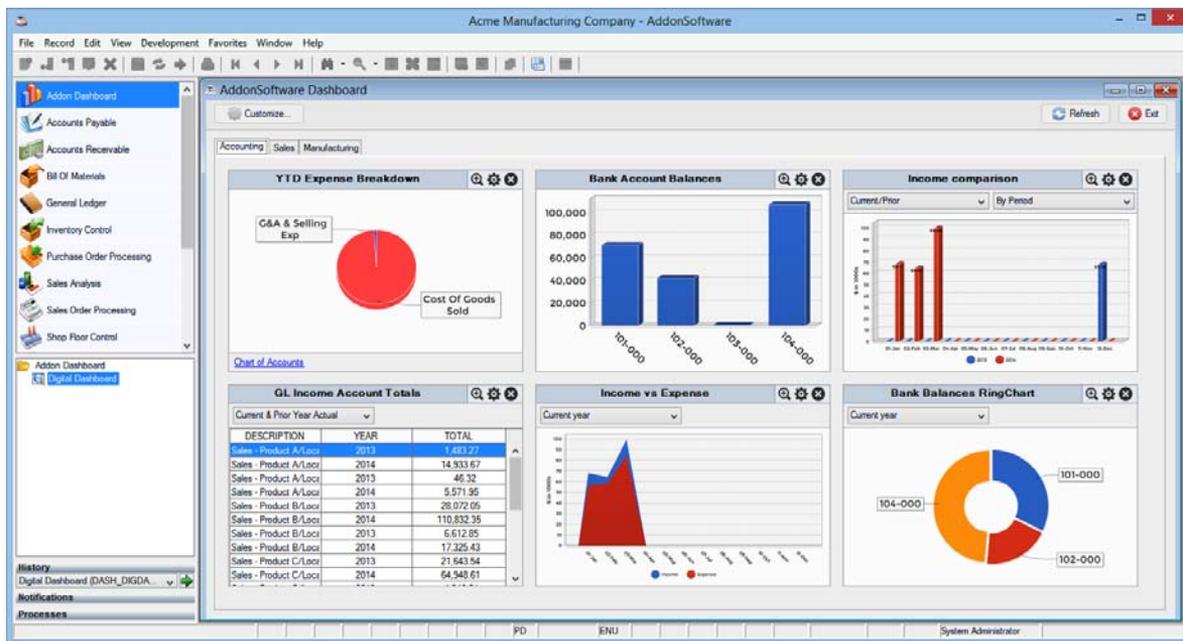
Figure 1. The digital AddonSoftware Dashboard

- **Easily customizable** – No one knows your business software needs better than you. Tailoring your business software to match your customers' workflow and industry practice is critical. To this end AddonSoftware includes Barista, the data dictionary-based RAD customization tool, at no additional cost.

- **Preserve your customizations** – Customized solutions often restrict upgrades to newer, more modern versions. AddonSoftware preserves years of customization investment across updates or even fresh installs of the base product.

- **Robust document output** – Users can preview, archive, print, email, fax, or convert to PDF or ASCII text format any generated report without additional costs. Reports may also be output to Google Docs for easy access in the cloud and real-time collaboration. Legacy report code is preserved in upgrade installations, and output accommodates modern printers, older line printers, and optional third party tools such as UnForm.
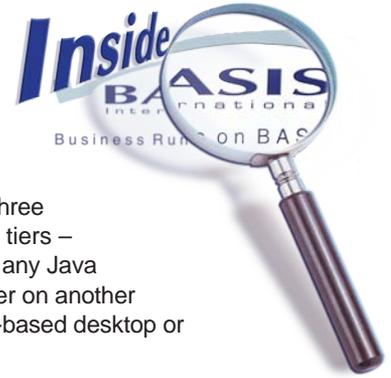
• **Cross-platform freedom** – Choosing AddonSoftware does not dictate your operating system choices now or in the future. You can even choose to mix-and-match on any of the three deployment tiers – presentation, data, and logic tiers – where the application servers can each run on any Java supported operating system, the database server on another and the clients can be Macs, Windows, or web-based desktop or mobile devices without any Java.

Freedom to Grow

Becoming a partner is just the beginning. As you see, choice and flexibility are our core values. The partnership opens the door to the full suite of BASIS technology supporting, for instance, web and mobile application development.

Need a flexible e-business solution without all of the development work? The AddonStore shown in **Figure 2** is a multilevel platform for developing industry-specific e-business solutions. Best of all, you have the freedom of choice as to the accounting or ERP system the store interfaces with – AddonSoftware or another solution in your portfolio. Roll out your own e-business solution!
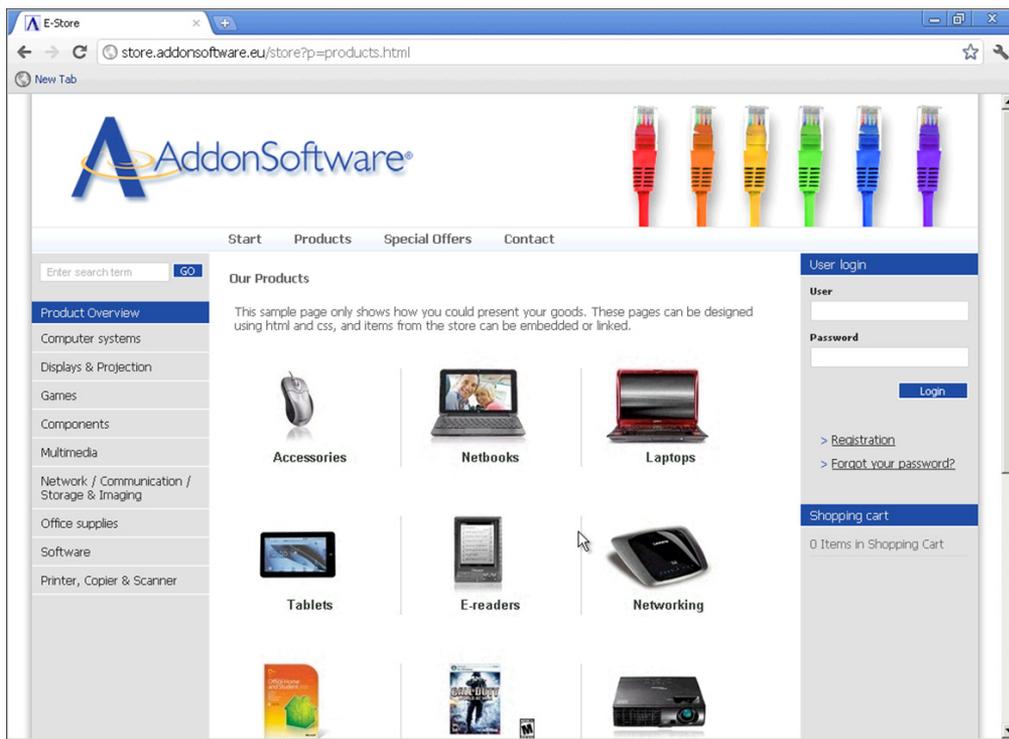
Figure 2. AddonStore, your e-business solution

Your opportunity is waiting. There is no downside to adding AddonSoftware to your portfolio. Contact us at info@addonsoftware.com.

Already a BASIS Preferred Partner? Speak with your Account Manager to grab this new opportunity.