



Federal Partner Program

LET'S DELIVER THE BEST SOLUTIONS FOR THE FEDERAL GOVERNMENT—TOGETHER

Win more business by leveraging Software AG's industry-leading tools, techniques and best practices for SOA enablement and continuous process improvement. We're here to help you deliver large, complex federal projects competently, successfully, on time and on budget.

For more than 30 years, Software AG USA has delivered mission-critical solutions to the U.S. government. To achieve this success, we've partnered with many of America's leading systems integrators in defense, national security, healthcare and social services.

Our valued federal partners include:

- Lockheed Martin Corporation
- CACI
- MITRE Corporation
- Accenture
- Boeing
- CGI Federal
- SAIC
- Booz Allen and Hamilton
- ManTech International
- MetroStar Systems
- Many small to medium size system integrators

Federal resellers include:

- immixGroup—GSA Schedule 70
- World Wide Technologies—NASA SEWP IV
- Government Acquisitions—Department of Treasury TIRNO-00-Z-00008

Let's unite your domain expertise and intellectual property with Software AG's technological leadership and capabilities to deliver the best, most viable solutions to your biggest customer.

WHY PARTNER WITH SOFTWARE AG USA

Leadership—Software AG is one of the 25 largest business software vendors in the world. Our top-ranked webMethods suite is consistently recognized as a leader by Forrester, Gartner and the analyst community—specifically in integration, SOA governance and BPM.

Partner focus—Partners are an important component of Software AG's business model. At Software AG USA, our dedicated Federal Partner Program works exclusively with systems integrators to make them more competitive. Special training programs arm you with the technical knowledge you need to complete your projects successfully.

Proven results—Now more than ever, federal IT organizations seek new ways to reduce costs and maximize current IT investments. That's precisely what they can do with Software AG technology. Our webMethods suite integrates virtually any existing IT asset to facilitate efficient information sharing—and it's proven, processing billions of transactions each day.

Stability—Software AG has more than 40 years of global IT experience serving leading enterprises in 70 countries. Our standards-based webMethods technology was built from the start to integrate any systems. New webMethods innovations work seamlessly with our core integration product. We make investments last!

Successful implementations—Our solutions are at core of key programs across the U.S. government, including: Joint Strike Fighter (JSF); Integrated Data Environment (IDE)/ Global Transportation Network (GTN) Convergence (IGC); DOD EMALL; Navy ERP; and Standard Procurement System (SPS).

HOW WE ACCELERATE YOUR SUCCESS

Federal teaming partners

Team with Software AG on a select federal civilian, DoD or intelligence agency program/opportunity. As a federal teaming partner, you will receive free evaluation copies of the webMethods suite.

Sales assistance partners

Sales assistance fees are an incentive program for our partners. These fees are intended to recognize partners for net-new opportunities brought to Software AG. Percentages are based on the involvement of a partner within a given opportunity and provided at the sole discretion of Software AG.

ISV/OEM partners

Independent software vendors (ISVs) and original equipment manufacturers (OEMs) can enhance their software or systems by integrating Software AG technology, or they may build an interface to Software AG solutions. As an ISV/OEM partner, you can be sure our team will deliver the expertise you need to successfully embed our technology.

CentraSite Community partners

This community provides the first SOA Forum (www.centrasite.org) containing research, white papers, best practices, news, blogs and opinions from the best and brightest in the SOA community.

Partner e-learning and certification

Software AG offers comprehensive sales-related product training for partners who sell or recommend our products. You can certify your knowledge with a sales certification test. Our partner certification program will ensure your team has the expertise to successfully sell, support and implement Software AG technology.

Partners must complete the certification program to become a Preferred or Premier Partner.

Certification exams are based on product comprehension, implementation experience and industry knowledge.

Technical briefings

Our pre-sales engineers will educate you on our technology. Attain even more detailed technical knowledge at training events, such as our rigorous Partner Boot Camps.

Free test drive program

Get familiar with our webMethods suite in a free, hands-on one-day training program. For select partners, we also offer a virtual environment in which you can explore our products with a free trial and free tutorials.

Free ValuePath workshops/Proof of Value

Challenge us with a specific integration or process improvement challenge. At no cost, we will conduct a discovery session at the customer's site to learn about the environment and requirements. Once we've collected that data, our technical team will conduct a free Proof of Value, including:

- Potential roadmaps to achieving measurable improvements
- Recommendations for leveraging best practices
- Demonstration of our technology applied to a customer's process and data



Software AG USA has 30-plus years of experience working with the U.S. federal government.

REPRESENTATIVE CUSTOMERS

Department of Defense/Intelligence Agencies

- Defense Financial Accounting Service
- Defense Information Systems Agency
- Defense Logistics Agency
- U.S. Department of the Navy
- U.S. Transportation Command DOD
- U.S. Intelligence Community

Civilian/Independent Agencies

- Department of Transportation
- Federal Aviation Administration
- Federal Bureau of Investigation
- Government Printing Office
- Internal Revenue Service
- National Archives and Records Administration
- Small Business Administration
- U.S. Department of Agriculture/Forest Service
- U.S. Environmental Protection Agency
- U.S. Department of the Interior/National Business Center
- U.S. House of Representatives

Take the next steps to get there - faster.

To learn more about the partner program, contact Barbara Donovan at Software AG USA in Reston: 703-391-6938 or e-mail Barbara.Donovan@softwareag.com

ABOUT SOFTWARE AG

Software AG is the global leader in Business Process Excellence. Our 40 years of innovation include the invention of the first high-performance transactional database, Adabas; the first business process analysis platform, ARIS; and the first B2B server and SOA-based integration platform, webMethods. We are unique in offering the world's only end-to-end—and easiest to use—business process management (BPM) solutions, with the lowest Total-Cost-of-Ownership.

Our industry-leading brands, ARIS, webMethods, Adabas, Natural and IDS Scheer Consulting, represent a unique portfolio for: process strategy, design, integration and control; SOA-based integration and data management; process-driven SAP implementation; and strategic process consulting and services. Our comprehensive software and services solutions allow companies to continuously achieve their business results faster.

Software AG – Get There Faster

Copyright © 2010 Software AG, Darmstadt, Germany and/or Software AG USA, Inc., Reston, VA, United States of America, and/or their suppliers. All rights reserved.