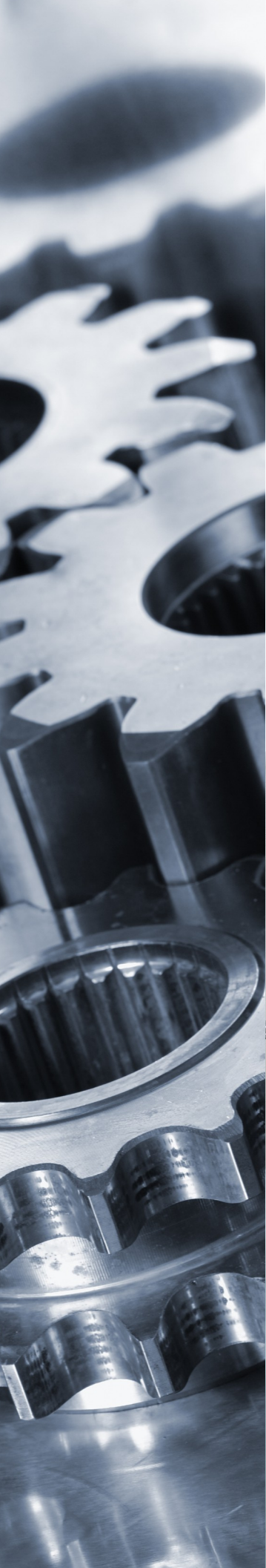


GLOBAL PARTNER PROGRAM

Value-added Reseller (VAR)



MEANINGFUL PARTNERSHIP

Take advantage of Parsec's acclaimed TrakSYS™ -- a powerful suite of enterprise manufacturing intelligence and real-time performance management software solutions -- to meet your clients' most demanding productivity improvement initiatives.

TODAY, most manufacturing companies around the globe are seriously looking at ways to increase productivity of their existing assets. Many of these manufacturers have a non-homogeneous mixture of hardware and software technologies and platforms. They also have significant investment in the infrastructure, procedures and training. They face competitive pressures from many fronts, and cannot afford production disruption. They need help!

At Parsec, we are looking for qualified and motivated organizations that have a demonstrated track record of delivering high-value solutions, and outstanding customer service. Since Parsec software solutions are based on standard and open platforms, partnership with Parsec does not affect existing relationships currently in place with other vendors.

Together, we can deliver the necessary products and services to effectively address a wide spectrum of manufacturing productivity challenges in various industries. We are committed to providing our partners with real opportunities and support to help them grow their businesses in a methodical and meaningful manner.



VALUE-ADDED RESELLER (VAR) PROGRAM BENEFITS

DESCRIPTION	COMMENTS
Welcome kit, plaque, and collateral	Receive information about the program features, benefits, literature, and official partner plaque and CIP logo.
Public relations activities	Initiated by partner and supported by Parsec (subject to approval)
Participate in go-to-market campaigns	Participate in the annual forum to learn about product.
Partner annual forum	Participate in the annual forum to learn about product roadmap, receive training, learn about success stories, network with other partners, and discuss new business opportunities.
Parsec conference	Participate in the annual conference designed for TrakSYS users and prospects. Network with clients and have the opportunity to present your products and services (tabletop displays subject to terms & conditions).
Access to "Partner Portal"	Gain insight through access to partner-exclusive content.
Parsec "Productivity Advisor"	Subscribe to this informative newsletter.
Listing on Parsec website	Formally be recognized as a certified implementation partner with brief company overview and a landing URL relevant to Parsec and TrakSYS™-related services.
Sales training and support	Participate in sales training courses via web access and webinars, and receive expert sales support.
Product training	Receive free, expert, deep-dive technical training.
Partner webinars	Participate in sales & technical web presentations.
Consignment Software - Not-for resale (NFR) licenses	Receive the latest version of TrakSYS software. These license are not-for-resale (NFR).
Technical support	Receive expert technical support free of charge.
Product updates	Receive all product updates and new versions free of charge.
Beta program	Access to product early release & Beta testing program.
Marketing programs and promotions	Receive qualified leads and participate in Resellers-only promotions.
Target account support	Receive strategic support for named accounts.
Product Discount	Receive deep product discount.

VALUE-ADDED RESELLER (VAR) PROGRAM REQUIREMENTS

DESCRIPTION	COMMENTS
VAR application	Complete the application which provides information about the organization and focus industries.
Client references	Provide a minimum of 3 customer references.
Nondisclosure agreement (NDA)	Execute the NDA.
VAR Agreement	Execute the VAR agreement.
Product training	Must have at least 1 trained application engineer per site capable of technically supporting TrakSYS. Training is provided free of charge to VAR personnel at Parsec headquarters.
Certification exam	Must pass the certification exam within 60 days of signing the Reseller Agreement.
Trained sales staff	Must have at least one trained salesperson per site.
Annual sales commitment	Must meet defined sales goal for the assigned territory.
Forecast	Must provide monthly sales forecast
Marketing program	Must provide a marketing plan for assigned territory.
Annual Partner Program Fee†	Must pay the annual subscription fee for the Partner Program

† Please consult with your Parsec account manager for the current Annual Partner Program fee.



AN INVITATION

We have created programs that provide the tools, knowhow, and assistance that will help our partners succeed in providing real value to their customers. If you are serious about building a practice and profit center around performance management for manufacturing operations, then we invite you to become a Parsec partner.

Please visit www.parsec-corp.com/partners to learn more about Partner Programs, benefits and requirement, and to submit a an application. A Parsec representative will contact you to discuss the right Partner program with you.

ABOUT PARSEC

Parsec is the developer of the award-winning TrakSYS™ family of real-time performance management (RPM) and enterprise manufacturing intelligence (EMI) software products. Hundreds of factories around the globe rely on Parsec's software to improve their manufacturing efficiencies and performance. TrakSYS™ is a key enabler of LEAN, 6 Sigma, OEE and other continuous improvement initiatives. By offering key performance indicators in a timely fashion to the people who need them TrakSYS™ delivers measurable results with ROI in typically less than 4 months.



3000 East Birch Street, Ste. 104 • Brea, CA, USA

Explore becoming a partner now!

+1 714.996.5302 • info@parsec-corp.com • www.parsec-corp.com

Copyright Parsec Automation Corp. 1999-2008

TrakSYS, LEANTrak, SENSORTrak, LOGICTrak, MODELTrak, EVENTTrak, SCRIBETrak, PRODUCTTrak, INTELLITrak, GLOBALTrak, WEBTrak, AUDITTrak and HISTORITrak are trademarks of Parsec. All other trademarks are the property of their respective owners.