

## Parsec Automation Corp.'s Global Partner Programs

### CERTIFIED IMPLEMENTATION PARTNER (CIP) PROGRAM BENEFITS

√ : Benefit is included in the program

\$ : Benefit is available at discounted amount

BENEFITS	ELIGIBILITY	DESCRIPTION
Receive welcome kit and collateral, including toolkit CD	√	Information about the program and specific collateral
Access to "Partner Portal"	√	Gain insight through access to partner-exclusive content
Listing on Parsec website	√	Partner must provide a brief company overview and a landing URL relevant to Parsec and TrakSYS™-related services
Sales training	√	Via web access and webinars
Product training	\$	Expert, deep-dive technical training
Product training discount	√	Receive deep discount on hands-on, instructor-led training at Parsec headquarters
Not-for resale (NFR) license(s)	\$	NFR licenses are for internal use only, and are provided based on annual subscription
Technical support	√	Technical support is free of charge with NFR subscription
Product updates	√	Free of charge with NFR subscription
Beta program	√	Have access to product early release and Beta testing program
Partner webinars	√	Participate in the frequent sales and technical web presentations
Parsec "Productivity Advisor"	√	Receive subscription to this informative quarterly newsletter

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### CERTIFIED IMPLEMENTATION PARTNER (CIP) PROGRAM BENEFITS *(continued)*

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BENEFITS	ELIGIBILITY	DESCRIPTION
CIP logo	√	Display the CIP logo in accordance with the program terms and conditions
Public relations activities	√	Initiated by partner and supported by Parsec (subject to approval)
Participate in go-to-market campaigns	√	May partner with Parsec for specific industry verticals and geographies
Partner "Annual Forum"	√	Participate in the annual forum to learn about product roadmap, receive training, hear about success stories, network with other partners, and discuss new business opportunities
Qualified sales leads	√	As a certified partner, receive qualified leads (industry- and geography-specific)
Sales support	√	Receive support from highly skilled business development advisors
Parsec Annual User Group Conference	\$	Participate by exhibiting in Parsec's annual UGC to network with clients and hear success stories. Number of attendees varies by sponsorship level.
Marketing Co-op Programs	\$	Receive support from Parsec for joint advertising, sponsorships, seminars, trade shows, webinars, direct mail, etc.
Trade Show-In-a-box	√	Receive a trade show tool kit that includes partner banner, literature, table skirt, demos, and giveaways to ensure consistent message at each show.

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### CERTIFIED IMPLEMENTATION PARTNER (CIP) PROGRAM REQUIREMENTS

√ : Required

\$ : Fee-based

REQUIREMENTS	TERMS	DESCRIPTION
CIP application	√	CIP must complete the application which provides information about the organization and focus industries
Client references (named customers)	√	CIP must provide a minimum of 3 customer references per year
Nondisclosure agreement (NDA)	√	Must execute the NDA
CIP Agreement	√	Must execute the CIP agreement
Product training	\$	Must have at least 1 trained application engineer per site capable of technically supporting and implementing TrakSYS™.
Certification exam	√	Must pass the certification exam within 60 days of signing the CIP agreement
Not-for resale (NFR) license(s)	\$	Annual subscription to NFR licenses (for internal use: product demonstration and in-house development) is required.