



JOIN THE LIQUIDWARE PARTNER NETWORK

Directly Impact Your Success with Liquidware Solutions

As a Liquidware partner, you differentiate yourself with highly competitive solutions that provide high value to your customers at an affordable entry point. You can engage with customers earlier in projects and prolong your involvement with critical assistance at subsequent phases. You can shorten customers' project lifecycles and lower TCO, while helping to ensure a successful project that meets their specific requirements. As they scale and expand their environment, you can be there, too, with the expertise, services and solutions they'll need.

Liquidware offers benefits that directly impact your success:

- Generous margins maximize your potential on every deal
- Deal Registration protects deals you've worked on
- Low-cost license-use increases frequency of customer engagements
- Public relations promotes your customer successes
- Joint go-to-market programs for targeted lead generation
- Training enhances your status as "trusted advisor" on VDI projects
- Solutions shorten project lifecycles, so you can take on more projects
- Solutions can be leveraged to generate services revenue

Liquidware Partner Programs are designed to enhance your value to both current and potential customers, while providing you with the key benefits you need to expand your business in a growing, lucrative market. Liquidware has Partners at the Acceler8 and Premier levels. Acceler8 Partners have made an investment in their Liquidware partnership and an ongoing commitment to becoming highly proficient in desktop virtualization technologies, including all aspects related to Windows, VMware and Citrix platforms as well as deep expertise in Liquidware software solutions. In addition, Liquidware Acceler8 Partners are authorized to provide strategic professional services using Liquidware solutions, including Assessments, Validation, HealthChecks, Application Inventory and Desktop Migration to assure your desktop virtualization projects execute successfully.

Some Acceler8 Partners have achieved Liquidware Center of Excellence (COE) status. COE Partners have developed to the highest standards of expertise in desktop virtualization technologies, becoming trusted advisors to their clients and contributing to thought-leadership in the industry.

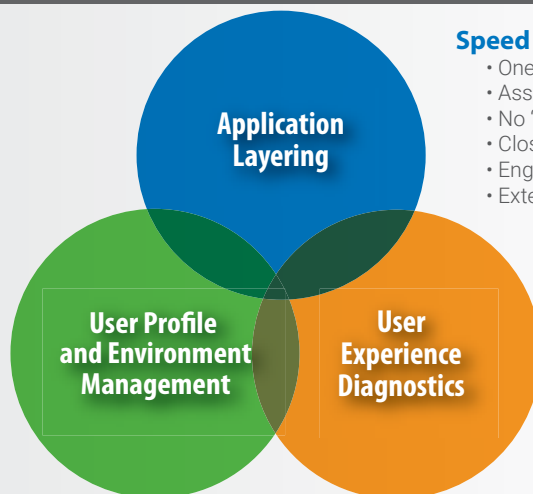
Make certain of a rewarding future by becoming a Liquidware partner today.

Liquidware is the leader in desktop transformation solutions for next-generation Windows desktops, both physical and running on VMware View, Citrix XenApp or XenDesktop and Amazon WorkSpaces. Our Stratusphere UX, ProfileUnity and FlexApp solutions speed up the time and ensure the accuracy of onboarding users to desktops on the new platform, thus saving partners time and cost when providing services to customers. Partners can leverage a complete methodology and a comprehensive solutions suite to decouple users, data and applications from the OS to centralized storage for faster migration, easier management and greater security. Once users are moved to new desktops, their user experience can be monitored to ensure that desktop performance is meeting SLAs. Detailed diagnostics support rapid troubleshooting and ultimate optimization of image and application strategies and infrastructure capacity.

Gain Maximum Profitability For Your Business

Lower Total Cost of Virtual Desktop

- Low Cost, Ease of Use
- No Backend Infrastructure
- Shorten Time to Production
- Eliminate Guesswork, Manual Processes and Human Error



Speed Adoption and Acceptance

- One Vendor/All Platforms
- Assess>Design>Migrate>Validate
- No "Finger-Pointing"
- Close POC/Pilots Faster
- Engage More Customers
- Extend Participation in Projects

Resolve Existing Deployment Issues

- Root-cause Health Check
- Unique Metrics/One Tool
- Ensure Performance when Scaling
- Support More Users with Virtual Desktops
- Optimize Image/Infrastructure

Liquidware Partner Program Overview				Levels	Comments
Benefits	Acceler8	Premier	Standard		
Use of Licenses for Unlimited Engagements	✓	-	-		
Margin	20%	20%	10%		
Deal Registration	10%	10%	-		
Deal Registration Rebate Eligible	✓	✓	-		
Joint Marketing Events	✓	✓	-		
NFR Licenses	✓	✓	-		
Joint Sales Calls	✓	✓	✓		
Liquidware Website Placement	Logo	Logo	Name		
Lead Distribution	ProfileUnity™ Stratusphere DESIGNER™ Stratusphere FIT™ Stratusphere UX™	ProfileUnity™ Stratusphere UX™	-		
Joint Case Studies	✓	✓	-		
Commitments	Acceler8	Premier	Standard		
Fee for Software	\$4,995	-	-		
Completed Quarterly Business Plan	✓	✓	-		
Annual Revenue Commitment*	✓	-	-		*To be determined in business plan
Quarterly Deal Registration Commitment*	5	5	-		*To be determined in business plan
Onsite Sales Trainings	As Needed	As Needed	-		
Onsite Technical Trainings	As Needed	As Needed	-		
NFRs deployed	✓	Optional	-		
End Customer Seminars	1 per Quarter	1 per Quarter	-		
End Customer Webinars	1 per Quarter	1 per Quarter	-		
Web based Sales Training	Quarterly	Quarterly	-		Minimum 3 Reps.
Web based Technical Training	Quarterly	Quarterly	-		Minimum 3 SE's
Account Mapping	✓	✓	-		
Pipeline Reviews	Bi-weekly	Bi-weekly	-		
Quarterly Business Reviews	✓	✓	-		

* Preferred Guidelines. All final commitments can be negotiated, but must be reflected in business plan.



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