

MISys SBM Partner Program

Manufacturing Information Systems, Inc. (MISys) has been in the business of developing integrated Manufacturing and Shop Floor Control software systems since the early 1980s. We would like to invite you to join us in recommending, selling and supporting the **MISys Small Business Manufacturing System (MISys SBM)**. Like the hundreds of successful Referral Partners, VARS, Solution Providers and Consultants who have already discovered MISys products, you can enhance your company's profitability by adding them to your portfolio of solutions.

Manufacturing is still one of the most profitable, challenging and interesting vertical markets in virtually every corner of the globe. MISys SBM can offer you and your company tremendous opportunities for growth and increased revenue.

Partnering has always been the key to MISys' success. Back in 1983, MISys released one of the first commercially available manufacturing applications. Our close working relationships with our Partners has enabled us to leverage our combined offerings of state-of-the-art manufacturing software and high-level consulting services. The result is a tremendous value-based manufacturing solution that successfully competes in markets throughout the world.

Whether you are developing your business from the ground up, seeking to inject an innovative new product into your core offerings, or searching for ways to expand your consulting business into lucrative new areas, MISys has a program that will meet your needs:

- ◆ **Referral Partner**
- ◆ **Authorized Reseller**
- ◆ **Certified Reseller**

As you grow, the MISys SBM Partner Program grows with you - and you will enjoy greater and greater rewards. Here is an overview of our three programs:

Referral Partner

Start out by becoming a MISys Referral Partner. For a very small investment, you'll get a fully functional copy of the current MISys SBM System and get in the MISys 'loop'. It's perfect for learning how the software operates so you can effectively recommend MISys SBM to companies that will benefit from it as well as installing it for your manufacturing prospects on a test-drive basis.

Authorized Reseller

When you've decided that manufacturing is a market segment that you want to become more involved with, it makes sense to become a MISys Authorized Reseller. This commitment means that our marketing team will be working with you to help develop new prospects and sales. MISys Authorized Resellers benefit from sales leads generated by our aggressive lead generation program. They also enjoy higher discounts for product purchases and free, unlimited telephone access to our technical support staff. When you upgrade from Referral Partner to Authorized Reseller, you'll just need to pay the difference in Participation Fee prices. Thus, your initial investment is never lost!

Certified Reseller

Success should be rewarded! The more you sell, the more revenue you make. When your company sells its third system each calendar year, your commission level increases from 35% to 50%. This higher commission level is not just on the third system, but is retroactive back to the first two systems you sold during that calendar year. From then on, all commissionable sales you make for the rest of that calendar year will be at the 50% level.

Knowledge is Power! What better way to empower yourself, your business and its growth than by completing our Online Product Training. Let our experts teach you everything you need to know about MISys SBM. In order to achieve the MISys Certified Reseller level, you also need to complete the online streaming MISys Training. These are a series of streaming training videos that will help you learn how MISys SBM works. In recognition of your elevated position in our Program, you will also start receiving our best sales leads - the leads we feel you are most likely to close.

Three Programs to Choose

The program you choose and the benefits you receive depend on your current needs and objectives. Here is how they compare:

Program Benefits	Referral Partner	Authorized Reseller	Certified Reseller
Participation Fee	\$100	\$995	\$995
Annual Renewal	\$100	\$250	\$250
Evaluation Software (Not for resale)	Included	Included	Included
Discount on product licensing	25% off MSRP	35% off MSRP	50% off MSRP
Peer Support	Included	Included	Included
Standard Technical Support	\$1,000/year	Included & Unlimited	Included & Unlimited
Priority Technical Support	\$2,500/year	Included & Unlimited	Included & Unlimited
Product Training	As Advertised	50% discount	Free
Product Training when you sell it to a client	50% discount	Free	Free
Partner Web site listing	None	Company Name, Email	Complete with Hot Link
Web site Banner Ad	None	None	Available Annually
Sales Leads	None	Limited	Pre-qualified
Sales/Marketing Literature & Brochures	Cost & Shipping	Shipping	FREE

Participation Fee and Annual Renewal

Participation in our Partner Program requires an entry fee (See above). Thereafter, an annual renewal fee is due to remain in a program. When you receive your renewal notice, you will have 30 days to pay by credit card or via PayPal. PayPal is the preferred payment method for all MISys SBM related products and services. We will gladly waive your fee if your firm has made sales of MISys products and upgrades totaling at least \$25,000 USD (at MSRP) in the previous 12 months.

MISys SBM Evaluation Software

One NFR Reseller License for all the functionality of the MISys Small Business Manufacturing System is provided upon your acceptance into our Partner Program at any Level. This software is for demonstration and educational purposes only and may not be resold.

Discounts

Discounts ranging from 25% to 50% off MSRP apply to any MISys SBM products you purchase from Manufacturing Information Systems, Inc. Your discount depends on your current status in our Partner Program. Other discounts may apply when you purchase MISys products through a local MISys Distributor.

Standard Technical Support

Standard Technical email Support is available via the MISys SBM Web site at www.misysinc.com. You will receive an email reply to your questions about current MISys SBM software from our experts who work from 9:00am to 5:00pm Eastern Time (UTC/GMT -5 hours), except weekends and holidays.

Priority Technical Support

By becoming a MISys Authorized or Certified Reseller, you are automatically enrolled in our Priority Technical Support Plan. You may make an unlimited number of telephone and fax calls to our support technicians, who work from 9:00am to 5:00pm Eastern Time (UTC/GMT -5 hours), except weekends and holidays. If all our technicians are busy, you will need to call back at a later time or leave a message and they will call you back as soon as they are available. Priority Technical Support normally costs \$2,500/year, but is available to MISys Authorized and Certified Resellers at no additional charge.

Product Updates

We give all of our Partners all product updates, upgrades and new functionality for their evaluation software at no additional charge. Whenever MISys releases an enhancement to the MISys SBM System, you'll be the first to know and receive access to the new functionality.

Product Training

It is critical that Business Partners have a solid understanding of the MISys SBM system in order to successfully and properly sell, implement and train End Users on it.

As a MISys SBM Partner, you have a couple of training options for MISys SBM. The first, and most common, is the MISys University Online Training. MISys Online Training can be found on our Web site at <http://misysinc.com/misbm/training.php>.

...Product Training Continued

MISys University uses state-of-the-art web streaming technology which is compatible with popular web browsers that accept the Macromedia Flash Player plug-in.

MISys Online Training is available 24/7! Regardless of where you live or work, no matter what the time, comprehensive training is available on your desktop - day and night. Completion of this training is required to become a MISys Certified Reseller.

The second training option is live training. Periodically, we hold live, multi-day Training Workshops on MISys SBM. Due to the great success and ease of use of our Online Training, live workshops are not regularly scheduled, but watch our Web site for periodic live Workshop announcements.

MISys Report Toolkit

Custom report design has proven to be a very profitable activity for many MISys Partners. As a Partner in the MISys SBM Program, you will receive access to the MISys SBM Report Toolkit. This toolkit provides you with all the tools and information you'll need to customize the existing reports and design your own custom reports for MISys SBM.

Web Site Listing

As you know, if a company or person wants to find information on a product or service they are interested in, the first place to check is the Internet. The MISys SBM Web site gets a steady amount of traffic and produces many leads for our Partners. We offer a free company listing for Authorized Resellers, and a bold listing for Certified Resellers on our site. We will also include a Hot Link to your company's Web site. MISys Certified Resellers can purchase a Banner Ad to be posted on our Web site. Check out the MISys Partner Directory at www.misysinc.com.

Sales Leads

Our aggressive lead generation campaigns produce a good number of sales leads every month. These will augment your own sales and marketing efforts. As a MISys SBM Partner, you will receive leads for the territories you cover. We save the best leads for our Certified Resellers. Nothing is worse than a stale sales lead. That's why MISys speeds them to you via email for prompt follow-up. MISys leads are generated from a myriad of sources including the internet, magazine advertising, trade shows, software selection programs, referrals and an extensive Direct Mail program.

Continuing Relationship

Your continued status as a Referral Partner or Reseller requires a modest annual renewal fee (see table on page 2).

We are committed to keeping our Partners abreast of changes in our product and marketing strategies. Special training opportunities are provided to Partners to learn about new products and functionality before they are made available to end-users.

Continuing Education

When new MISys functionality is released, we want to make sure you are up to speed. Your effectiveness as a MISys Partner depends on it! To make sure you are fully educated on these new topics, and to continue your status as a Certified Reseller, you must complete the online training covering the new material any time within 9 months of its release.

If a MISys-trained employee leaves your company, we don't want you to drop out of our program. You can retain your Certified Reseller status by having a new employee complete the MISys Online Product Training within 6 months.

Marketing Support

Our Marketing Department is available to help with your marketing and sales needs. Just give us a call and tell us what you have in mind. We want to make sure you have a successful partnership with us.

Product Distribution

MISys Small Business Manufacturing products are available directly from MISys, Inc. or through MISys Resellers.

All MISys SBM systems are downloaded from our Web site. This makes it very fast, easy and efficient to get the products you need, when you need them, wherever you are.

MISys on the Internet

MISys, Inc. maintains a Web site at www.misysinc.com. Here, you will find the latest information regarding our products including new releases, training, technical support, current pricing, fact sheets, downloadable MISys demos, updates, FAQs and more. Information at this site changes frequently so visit often. Please feel free to install a link to our site from your own Web site.

No matter where in the world you live, access to our Sales Department is quick and easy. Just send an email to sales@misysinc.com.

Partner Track

The www.misysinc.com Web site contains a private area just for MISys Partners where you will find pricing information, product fact sheets, sales tools, order forms, PPTs, and much more.

Weekly Email Newsletter

Every week you can receive valuable tips and ideas regarding MISys products via email. If you would like to receive this newsletter please be sure we have your current email address.

More Information

To join our Partner Program or request further information, please contact:

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