

# Clever Partner Program

Requirements	Partnership Levels			
	Registered	Silver	Gold	Platinum
Register on CleverAnalytics/CleverMaps website		✓	✓	✓
Minimum Data Volume (Terabytes Cumulative)	-	0.1	0.5	1.0
-- OR -- Number of new Customers (Either-Or)	-	1	3	5
Published References	-	-	1	2
Certification	-	Sales	Sales+Impl	Sales + Expert Imp

Number of clients can be used as a substitute for minimum data volume

If Partner loses one of the requirements, a six (6) month grace period will be provided to re-comply

Gold or Platinum status available for implementation partners

Margins / Discounts	Partnership Levels			
	Registered	Silver	Gold	Platinum
Margin - Licenses	15%	20%	25%	30%
Margin - CleverMaps Services	0%	5%	7%	10%

License Margins will be paid for the stated contract term; In case of an indefinite term, margins will be paid on the first year

Higher Margins applied only to new customers since partner reaches level

Clever Analytics Services are mandatory with the first client - For enablement and to transfer best practices

Other Benefits	Partnership Levels			
	Registered	Silver	Gold	Platinum
Product Documentation	✓	✓	✓	✓
Webinars & Training & Best Practice Guides	✓	✓	✓	✓
Trial /Proof of Concept License	✓	✓	✓	✓
Not for Resale License	✓	✓	✓	✓
Technical Presales Support	✓	✓	✓	✓
Promoted on CleverMaps Website		✓	✓	✓
Implementation Support		✓	✓	✓
Eligible for lead passing from CleverMaps			✓	✓
Access to Developers from CleverMaps			✓	✓
Implementation analysis		On-Demand	On-Demand	On-Demand

Promotion on Clever Analytics Website for all partners reaching silver level or above

Sales support provided at all levels

Technical Presales Support is provided for qualified customers

Requirements	Partnership Types			
	Reseller	Implementation	OEM/ISV	MSP
Supported Partnership?	Yes	Yes	Planned	Planned
Certification Required?	Silver or above	Gold or above	Varies*	Varies*

OEM/ISV = Embedding Clever Analytics into proprietary solution

MSP = Hosting on partner platform

Information Partners are under a different program