



The **OEM Partner Program** is for companies that OEM EnterpriseDB as part of a packaged solution in which the database is not visible to the end customer. EnterpriseDB offers flexible pricing models to accommodate each partner's product pricing strategy.

EnterpriseDB offers its partners a low-cost, enterprise-class database solution. Partnering with EnterpriseDB enables a company to:

- Improve margins
- Enter new, price-sensitive markets
- Achieve faster time-to-market and quicker sales cycles
- Leverage existing Oracle and PostgreSQL skills
- Technical training discount
- Invitation to the EnterpriseDB partner-oriented marketing programs
- Access to sales tools and marketing collateral
- Use of the EnterpriseDB partner logos
- Listing on the EnterpriseDB website
- Professional services discount to assist in solution development

**Program membership includes:**

- World-class, 24x7 support
- Flexible license discount model
- Full-use development and demonstration licenses
- Access to the EnterpriseDB Certification Lab
- Standard product support
- Free sales training

**Partner commitments:**

- Achieve annual resell revenue targets
- Issue a press release announcing the partnership
- Provide Level 1 and 2 support to customers
- Establish EnterpriseDB presence on their website
- Maintain EnterpriseDB-certified development resources

EnterpriseDB offers partner programs for independent software vendors (ISVs), systems integrators (SIs), value-added resellers (VARs), and others. These programs provide EnterpriseDB partners increased revenue opportunities, improved margins, and the ability to develop powerful, lower-cost applications and bundled solutions built on EnterpriseDB Advanced Server.

*“Our partner programs reflect the wide diversity of our growing global partner ecosystem. These programs will make it easier and more rewarding for our partners to develop, market, and sell EnterpriseDB-powered solutions. Companies that partner with EnterpriseDB can go to market with proven, enterprise-class solutions that reduce database TCO by 80%.”*

Bill Doyle, Senior Vice President,  
Business Development, EnterpriseDB

## About the EnterpriseDB Partner Program

EnterpriseDB offers an enterprise-class database that is Oracle-compatible at a small fraction of the cost of Oracle.

EnterpriseDB offers five programs to address the diverse needs of our partners. These programs serve many types of companies, including independent software vendors (ISVs), software-as-a-service providers (SaaS), independent hardware vendors (IHWs), value-added resellers (VARs), systems integrators (SIs), application service providers (ASPs), and managed service providers (MSPs). Companies may find that one or more programs are right for them. Please consult the program descriptions below:

### OEM Partner Program

This program is for companies that OEM EnterpriseDB Advanced Server as part of a packaged solution in which the database is not visible to the end customer. EnterpriseDB offers flexible pricing models to accommodate each partner's product pricing strategies.

### Reseller Partner Program

This program is for companies that resell EnterpriseDB Advanced Server either as part of a complete solution bundle or alone. Reseller partners receive discounts that vary depending on usage restrictions, volume sell-through, and the level of support provided by the reseller to the end customer.

### Consulting Partner Program

This program is for companies that provide professional services (design, development, and implementation) associated with solutions using EnterpriseDB Advanced Server.

### Application Partner Program

This program is for companies that have certified their applications to interoperate with EnterpriseDB Advanced Server, but do not resell the database with their solution.

### Technology Partners

This program is for companies that provide IT systems that are complementary to EnterpriseDB Advanced Server, such as hardware, infrastructure, tools, and middleware.

### Partner levels

Each Partner Program offers two levels: *Partner* and *Premier Partner*.

The *Partner* level is for new partners and those in the early stages of developing their business with EnterpriseDB.

The *Premier Partner* level is achieved through partner program performance within the specific program or through mutual agreement to higher shared commitments. This level acknowledges those partners that have established a successful business based on EnterpriseDB offerings and have achieved or exceeded their objectives over a specified period of time.

## About EnterpriseDB

EnterpriseDB develops and supports EnterpriseDB Advanced Server, the world's leading Oracle-compatible relational database management system (RDBMS). EnterpriseDB Advanced Server runs most applications written for Oracle unchanged and at a small fraction of Oracle's cost. Built on PostgreSQL, the world's most advanced open source database, EnterpriseDB Advanced Server has the reliability and scalability necessary for high-volume, mission-critical enterprise use. The company is also the world's leading provider of enterprise-class, PostgreSQL-based products and services, including the EnterpriseDB Postgres distribution. EnterpriseDB has offices in North America, Europe, and Asia. The company was founded in March, 2004, and is headquartered in Edison, N.J.

**For more information, please contact +1-732-331-1300 or visit [www.enterprisedb.com](http://www.enterprisedb.com).**

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