

# DataHabitat Partner Program Effective 10/15/2005

## 1. Partner Types

<b>Referral</b>	Receives financial incentive from each DataHabitat sales referred by partner.	
<b>Reseller</b>	<b>Authorized</b>	Receives discounts on licenses and services.
	<b>Certified</b>	Same as Authorized, plus ability to support DataHabitat clients.

## 2. Financial Incentives

Description	Referral	Resellers		
		Up to \$20k	\$20k to \$100k	Over \$100k
Annual sales of DataHabitat licenses + services (SLP) Margins on DataHabitat software licenses:	Any 15%	30%	40%	50%
Margins on DataHabitat software maintenance:	5%	20%		
Margins on DataHabitat professional services:	5%	20%		
Margins on 3 <sup>rd</sup> party licenses + software maintenance:	Please contact us for details.			

## 3. Tools and Services for Partners

**3.1 A la carte:** This option is for Referral and Reseller partners. It allows the partner to buy tools and services as needed. It is a great way to benefit from our partner program with little or no initial investment.

- **NFR licenses of DataHabitat and ProClarity Desktop Professional:** \$300.
- **Certification training per consultant:** 5 sessions of 4 hours each. Cost per session: \$240, total \$1,200.
- **Reseller sign-up fee:** \$500.
- **Referral sign-up fee:** free.
- **Trial licenses of DataHabitat and ProClarity Desktop Professional:** free.
- **Pre-sales support:** free.
- **Sales training:** free.
- **Ten support cases:** free (only provided on matters covered in the training taken by consultant).
- **Access to DataHabitat partner's area:** free.

**3.2 Reseller Package:** This option is for Reseller partners only. It provides all the tools and services listed in "a la carte". The fee schedule is \$1,800.

**3.3 Reseller annual renewal fee:** \$250.

**3.4 Payment terms:** 100% down.

## 4. Reseller Certification Training

Reseller Certification Training is live, interactive, web-based, and is designed to provide attendees the learning necessary for passing the Certification Exam.

## 5. Application

Please fill out our program application online at <http://www.datahabitat.com/data/do/partnerRegistration>.

Legal Disclaimer: DataHabitat Corporation may change or discontinue this program and/or rescind any Partner's participation in the program at any time, and should not be considered responsible for any costs due to that termination. The Partner is not a legal partner of DataHabitat and cannot bind DataHabitat to any third party agreement.