

MISys Business Partner Program

Manufacturing Information Systems, Inc. (MISys) invites you to join our sales and marketing team selling, installing and supporting MISys Manufacturing software. Like the hundreds of successful VARs, Solution Providers and Certified Consultants who have already discovered the MISys Manufacturing Systems, you too can enhance your company's profitability by becoming a MISys Partner.

There's no doubt about it, with thousands of systems installed in more than 40 countries, the MISys Manufacturing Systems are time-tested winners when it comes to handling the demands of small- to medium-sized manufacturing companies. Because manufacturing is one of the largest vertical market sectors in virtually every corner of the globe, MISys can offer you and your company tremendous opportunities for growth and increased revenue.

Strategic partnering has always been the key to MISys' success. Our close working relationship with world class accounting software companies enables us to leverage our combined offerings of state-of-the-art manufacturing software and best-of-breed accounting software. The result is a value-based manufacturing solution that cannot be touched by the competition.

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**
- ◆ **VAR Partner**

As your company grows and evolves, the MISys Partner Program grows with you - and you enjoy greater rewards. Here is an overview of our programs:

Referral Partner

If being an expert on MISys Manufacturing does not fit in to your company's plan today but you want to help your clients and benefit from recommending MISys software, the MISys **Referral Partner** level is for you. When you refer a new lead to MISys, Inc. and our sales team turns that lead in to a MISys Manufacturing user, you'll receive a 10% commission of the full initial Product License fees.

VAR Partner

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 **VAR Partner**. This commitment means that our marketing team will be working together to help you develop new sales and a solid basis for repeat business and billable consulting hours. MISys VAR Partners enjoy higher discounts for product sales, unlimited telephone access to our technical support staff, discounted costs on MISys product training and full sales and marketing support.

Knowledge is power! What better way to empower yourself, your business and its growth than by attending our intensive MISys Training Workshops. Let our experts teach you everything you need to know about MISys Manufacturing software.

Partners at the **VAR level** are companies who want to have a full understanding of the MISys Manufacturing systems and be able to offer complete implementation and consulting services to their manufacturing clients.

In recognition of your elevated position in our Partner Program, you will be eligible to receive sales leads directly from us. At the same time, we will reward you with the highest discounts available on product purchases and customer upgrades. We'll meet your commitment to us with a long-term commitment to you.

Compare Both Programs

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	VAR Partner
Participation Fee	No Fee	\$495
Annual Renewal	No Renewal	\$250
Evaluation Software (Not for resale)	Limited Trial Included	Included
Discount on product sales	10% off MSRP	35% off MSRP (without PSG services)
Discount on first year Annual License Fee / Subscription Plan	10%	20%
Standard Technical Support (email)	Included	Included
Priority Technical Support	N/A	Included & Unlimited
MISys Evaluation Software upgrades	Temporary System	Included
Online MISys Training Workshops	MSRP	Free Basic Operations module training \$99 for each additional workshop
Training Workshops with paying client	50% of MSRP	Free
Streaming Videos	Unlimited access	Unlimited access
MISys Data Dictionary	N/A	Free
Terms	N/A	Net 30 days upon approval for qualifying products
Business Partner Web site listing	N/A	Full Listing
Web site Banner Ad	N/A	Available Annually

Participation Fee and Annual Renewal

Participation in our VAR Partner Program requires an entry fee (See above). Thereafter, a modest annual renewal fee is due to remain in the program at the VAR level. We will gladly waive your fee if your firm has made sales of MISys Manufacturing products and upgrades totaling at least \$25,000 USD (at MSRP) in the previous 12 months.

MISys Evaluation Software

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

Discounts

Discounts ranging from 10% to 35% off MSRP apply to any MISys 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 email technical support is available via the MISys Web site at www.misysinc.com or from within your MISys software. You will receive an email reply to your questions about current MISys 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 VAR Partner in the US, UK or Canada, 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 may leave a message and they will call you back as soon as they are available. Priority Technical Support normally costs \$1,800/year, but is available to MISys VAR Partners at no additional charge.

Product Updates

MISys VAR Partners with NFR software receive all product updates, upgrades and new functionality for their evaluation software at no additional charge. Whenever MISys releases an enhancement to the MISys Systems, your software will be updated automatically the next time you log in and are connected to the Internet.

Product Training

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

As a MISys Partner, you have a few training options. The first, and most common, are the MISys Online Training Workshops. MISys Online Training schedules and agendas can be found on our Web sites.

...Product Training Continued

A supplement for MISys Manufacturing education is the MISys streaming videos. We use state-of-the-art streaming technology which is compatible with popular web browsers that accept the Macromedia Flash Player plug-in. Our streaming videos are 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.

The third training option is live training. Periodically, we hold live, multi-day Training Workshops on MISys Manufacturing. 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 Training Workshop announcements.

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 VAR Partner, you will be eligible to receive leads for the territories you cover. Nothing is worse than a stale sales lead. That's why MISys speeds sales leads to you via email for prompt follow-up. When you accept a lead from MISys, you'll need to register the lead at <http://misysinc.com/bpartners/leadreg.php> and decide if you'd like to use MISys PSG services or not.

MISys Sales Support - PSG

Sometimes MISys Business Partners want some help from a MISys expert working with prospects, doing needs analysis, product demos, etc. If you'd like some help working a lead, when registering the lead you'll request MISys PSG (Professional Services Group) support. See www.misysinc.com/bpartners/psg.php. This will provide you a MISys PSG contact who will work with you on a one-on-one basis for all your needs through the entire sales cycle. The services of PSG are free, although when PSG assistance is provided, commission on the initial sale is reduced by 15% (Does not apply to Referral Partners) -- a small price to pay for expert sales assistance. Accepting MISys PSG also mandates that if the prospect purchases MISys SBM, a Sure Start Program option must be included in the sale. For information on the MISys Sure Start program, see <http://misysinc.com/misbm/surestart.php>.

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 Web site gets a steady amount of traffic and produces many leads for our Partners. We offer a free company listing for VAR Partners.

Continuing Relationship

Your continued status as a MISys Partner 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. We will periodically notify our Partners of special training opportunities 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, you should complete the online training covering the new material ASAP after new product releases.

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 Manufacturing products are available directly from MISys, Inc. or through MISys Distributors - (where applicable).

All MISys Manufacturing 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.

Visit our Web sites at: www.misysinc.com & www.accpacmfg.com.

MISys on the Internet

MISys, Inc. maintains Web sites at www.misysinc.com and www.accpacmfg.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, streaming videos and more. A Partner login is available to take you to private MISys Partner pages just for our partner community. 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 Customer Service Department is quick and easy. Just send an email to sales@misysinc.com.

Partner Track

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

Email Newsletter

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

More Information

To join the MISys Business Partner Program or request further information, please contact:

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