

# Partnering with CorasWorks

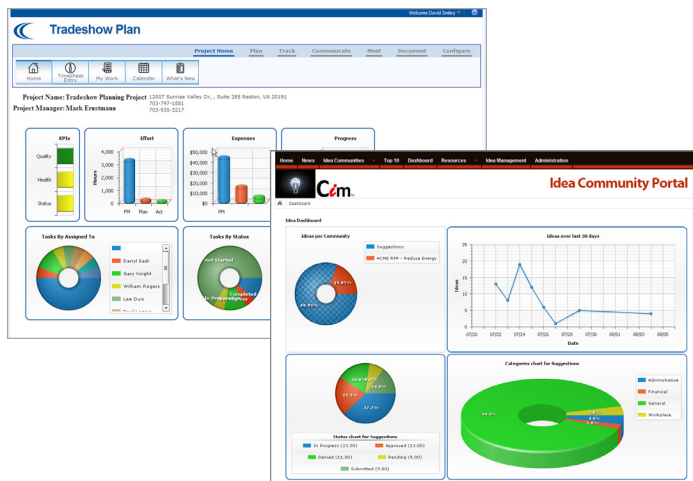
Mutually beneficial relationships that drive opportunity, profitability, and value

CorasWorks is a global leader in integrated solutions and business applications for all Microsoft SharePoint platforms. Our Solution & Application Platform, our Project Portfolio Management solution and our Cim framework for Social Business applications, offer both our customers and partners a comprehensive, end-to-end solution to address their specific business challenges. Our off-the-shelf business applications also offer immediate business value on the SharePoint platform.

The CorasWorks Partner Program is focused on identifying world-class partners who can work with us to resell and deliver our integrated solutions, provide off-the-shelf business applications, and/or leverage our award-winning CorasWorks Solution Platform for custom solutions. Our Partners can broaden their client base, increase what they provide to existing clients, and benefit from the exposure and promotion we provide their applications through our online App Showcase for SharePoint.

CorasWorks is committed to building and maintaining a global network of high-quality partners horizontally across the SharePoint marketplace. Regardless of the type of partnerships we have with our Partners, the common goal is the same – to develop mutually beneficial relationships that drive expanded market opportunities, profitability, and value.

If you are currently providing SharePoint-related services, applications, and/or solutions to your customers—or plan to—the CorasWorks Partner Program can add significant value to your existing offerings.



## WHY PARTNER WITH CORASWORKS?

It's simple really - because we help you make more money. Supplement your offerings and extend SharePoint with our popular out-of-the-box Project Portfolio Management and Idea Management solutions. Enrich your SharePoint solution deliveries and time-to-market through the power provided by the CorasWorks v11 platforms and Cim Social Business frameworks. Or, create a CorasWorks-based app and let us take it to the market through our App Showcase. Either way, you're offering your customers more and reaching a larger number of potential customers. Enjoy these benefits:

- **Access to comprehensive solutions to solve contemporary challenges.**  
Are you working with clients who need scalable, dynamic solutions for innovation, Social Business application and/or project management? CorasWorks could be exactly what they need to drive business results. We built the solutions and the platforms, now you can resell, deliver, customize, and maintain them for your customers. Not only are you driving services revenue with our solutions, but you can also make margins when you resell them.
- **Gain greater market visibility and wider promotion.**  
Put your CorasWorks-based applications in our online App Showcase and let us drive traffic to them.
- **Let us worry about SharePoint platform changes**  
All our products are agnostic to all the currently available platforms. We upgrade our products as Microsoft upgrades SharePoint, so apps built with CorasWorks seamlessly migrate to the new platforms.
- **The market loves us.**
  - 1,000 customers and 1 million users
  - Windows IT Pro Community Choice Award Winner
  - 2009 Cool Vendor for ECM



## WHO SHOULD PARTNER WITH US?

Many different types of firms can—and have—partnered with CorasWorks. If you meet either of the definitions below, you are a good candidate to benefit from the program:

- Any consulting/services firm that is delivering apps and solutions on SharePoint for its customers.
- Any individual or organization that is interested in developing business solutions and applications on the SharePoint/CorasWorks platform and leverage CorasWorks to promote them to the market through our App Showcase for SharePoint.

## FOR MORE INFORMATION

For more information on CorasWorks, our business applications or our solution platform visit [www.corasworks.net](http://www.corasworks.net), or contact us on email at [info@corasworks.net](mailto:info@corasworks.net), or toll-free at 1-866-580-3115 or local/int'l at +1 703-797-1881.

## PARTNERING OPPORTUNITIES

CorasWorks supports many different types of Partners. Regardless of the type of partner you may be, our goal is the same – to develop mutually beneficial relationships that drive expanded market opportunities, profitability, and value.

<b>RESELLER PARTNERS</b>	Partners who resell or refer our integrated solutions and other product offerings. Resellers are authorized to resell all CorasWorks products to their clients, in addition to providing implementation services, follow-on services, and full support.
<b>SHAREPOINT SERVICE PROVIDER PARTNERS</b>	Partners who provide SharePoint consulting and related Professional Services to design, deliver and support custom built applications & solutions, while leveraging CorasWorks technologies within their SharePoint practice and in their client engagements.
<b>OEM PARTNERS</b>	Partners who embed CorasWorks products to provide specific capabilities and function, or who bundle & re-brand our software to extend their solution.
<b>LARGE ACCOUNT RESELLERS</b>	Partners who are authorized to resell CorasWorks products, but do not directly provide implementation or consulting services.
<b>TECHNOLOGY PARTNERS</b>	Partners who have complementary products in and around the SharePoint space, for which the partnership and relationship proves to be mutually beneficial.
<b>SHAREPOINT TRAINING PARTNERS</b>	Partners who provide leading Training & Education to customers in need of focused, in-depth training on the SharePoint platforms.



### ABOUT CORASWORKS