



The WorkLight Partner Program

We are pleased to announce the WorkLight Partner Program. We realize the importance of working with partners to help each other grow and succeed. WorkLight has established relationships with companies worldwide and continue to invest in our partners. Join us and capitalize on the very attractive and high-growth mobile market.

WorkLight is the ideal mobile platform company to partner with due to the openness and flexibility of our platform technology and because we do not compete with our partners by building packaged applications or custom applications for our customers.

Program Overview

The WorkLight Partner Program offers opportunities for the following types of companies:

- › **Services Partners** – Mobile and web development firms, system integrators and IT outsourcers who design and/or build WorkLight-based applications.
- › **ISV and OEM Partners** – Independent software vendors and SaaS (software-as-a-service) companies with apps extended by WorkLight's platform.
- › **Technology Partners** – Mobile, infrastructure, hardware and other technology companies with offerings that complement WorkLight.

Benefits and Structure

WorkLight partners include many of the world's leading services, ISV and OEM, and technology companies such as Google, RIM, Microsoft, IBM, Fiserv and Amdocs and many others.

WorkLight's partners can gain access to significant benefits by qualifying for and joining the WorkLight Partner Program.

Benefit	Services	ISV/OEM	Technology
Trial Licenses via WorkLight Dev Zone	●	●	●
WorkLight Education and Training	●	●	●
Partner Support and Assistance	●	●	●
Co-marketing and PR Opportunities	●	●	●
Usage of the WorkLight Logo	●	●	●
Joint Field Engagement	●	●	●
Access to Qualified Sales Leads	●	●	
Margin for Channel Partners	●	●	



The WorkLight Partner Program

We offer three levels of partnership: Select Partner, Premier Partner and Strategic Partner - based on technology skill assessment, experience with WorkLight technology, and business volume and impact.

With increased commitment to the WorkLight Partner Program, partners will be eligible for more advanced levels from Select to Strategic with increasing benefits.

Our partners can leverage WorkLight's open technology platform, standards-based support, and integrated tools. We place a priority on doing business through our partners whenever possible.

The WorkLight Partner Program provides the opportunity to enter a network of successful companies that are interested in working together with WorkLight to drive revenue and create new opportunities.

Next Steps

Interested in becoming a WorkLight Partner? We would like to hear from you. We are committed to working closely with our partners and helping you achieve your business objectives.

If you're considering joining our partnership program please visit us today at www.worklight.com/partners.