

The logo for GroupLogic PartnerPlus Program. It features the text "GroupLogic" in blue, "PartnerPlus" in a larger blue font, and "PROGRAM" in green below it. To the right of the text is a graphic of four squares (two blue, two green) arranged in a 2x2 grid.

GroupLogic™ PartnerPlus PROGRAM

PartnerPlus Program: **Path to Profit**

Group Logic partners with distributors, value-added resellers, system integrators and other technology leaders around the world to deliver our industry-leading software solutions that enable companies to quickly access, share and extend their digital content investments. The PartnerPlus Program provides members the opportunity to increase their value proposition, differentiate their solution offerings from competitors and expand revenue opportunities.

Our partners contribute to our success. Therefore, Group Logic is committed to provide our program members with innovative technology solutions, quality program benefits, training, support and tools to help drive sales revenue and achieve success in the market.

Why Partner with Group Logic?

- **Leverage our Strong Company & Brands**
 - Financially independent and profitable
 - Over 20 years in business
 - Reputation for high-quality software and world-class support
 - Trusted by over 4,500 customers around the globe
 - Gartner “Visionary”
 - Founding member of Enterprise Desktop Alliance
- **Comprehensive Partner Resources**
 - Dedicated channel sales team and marketing programs
 - Sales and marketing tools
 - Sales engineering and technical support
 - On-going partner education and training
- **Competitive Differentiation and New Revenue Opportunities**
 - Unique cross-platform capabilities give your solutions a competitive advantage
 - Unlock new revenue opportunities to cross-sell/up-sell
 - Continued support and service sales opportunities

Our Solutions

Group Logic delivers solutions that drive better business outcomes for our customers through digital content-based collaboration. Our solutions enable companies to access, share and manage the business use of all their digital assets easier, faster and a lower cost. We save our customers’ time, money and IT resources. Customers also gain increased revenues and maximize the return on their existing digital content solutions.

Our solutions include:

- **Access Solutions:** Our Access Solutions let Mac users quickly and easily leverage Windows servers to access, print and backup digital content.
- **Share Solutions:** Whether you are looking for a free personal SFTP server or need a high-performance enterprise-level managed file transfer (MFT) solution with optimal performance, reliability, security and ease-of-use, our Share Solutions address your most challenging digital content collaboration requirements.
- **Extend Solutions:** Our Extend Solutions make the most of your existing digital content investments. Customers rely on our ArchiveConnect solution to enable Mac clients to access file archives.

Partner Categories

- **Value-added Reseller:** There are three tier levels of reseller partners based on sales performance, marketing and technical support capabilities. The PartnerPlus Program rewards performing reseller partners with incremental benefits and a path for promotion.

Registered Reseller: This is the entry-level tier of reseller partnership. Becoming a Registered Reseller entitles you to discounts and resources without the need for a formal agreement or sales performance commitments.



Authorized Reseller: This is the mid-level tier of reseller partnership. Authorized Resellers enjoy incremental benefits, including greater discounts and product training. This level also requires a greater level of requirements including a signed agreement and providing first-level technical support.



Premier Reseller: As the highest reseller tier, Premier Resellers receive the full benefits of the program, including higher discounts and incremental marketing and sales support. Requirements include a signed agreement, achievement of sales quota, an annual marketing plan and superior technical expertise.



- **Preferred Distributor:** Our worldwide distributors manage a network of resellers in a specific vertical and/or geography.



- **Technology Partner:** Industry-leading hardware, software and OEM companies that provide complementary technology solutions. Technology partnerships certify interoperability between our combined solutions. Together, we work to design, develop and market integrated, enterprise-class products to solve our customer's challenges to access, share and extend digital content.



How to Join the PartnerPlus Program

To apply for the program, you may fill out a PartnerPlus Program application on our website at www.grouplogic.com/partners or email us at partners@grouplogic.com.