

## Bamboo Solutions Partner Advantage™ Program

Strong relationships can deliver even stronger business results. Bamboo Solutions is committed to building and executing our Bamboo Partner Advantage™ Program with leading technology organizations to drive profitability and ensure our mutual customer's success. Our goal is to create a mutually beneficial partnership which results in value and benefits for each organization.

As an integral component of Bamboo Nation, our online community, the Bamboo Partner Advantage Program enables our Partners to receive promotion and visibility throughout our leading community site, solely dedicated to the platform at the center of our business, Microsoft SharePoint.

If you are currently a Microsoft Partner providing SharePoint solutions to your customers, Bamboo Solutions can add significant value to your offerings:

- Leverage our Web Parts to reduce your development time, effort and costs.
- Create repeatable solutions, offer fixed pricing.
- Use your existing development resources for architecting and higher margin projects.

### What is Bamboo Nation?

An online community for our customers and the greater SharePoint community:

- Blogs
- Forums
- Bamboo Labs

[community.bamboosolutions.com](http://community.bamboosolutions.com)



### Program Benefits

- Bamboo Nation - Visibility throughout the online community, as well as our online storefront and corporate website
- Commission paid on all product referrals. Increased percentage based on volume. Entry level is 10% with no minimum revenue commitment
- NFR software license of all Web Parts for demonstration and internal use, based on participation in GoToMarket Programs
- Discounted custom development services
- Premier technical support
- Co-Marketing resources based on GoToMarket Programs
- Access to partner portal and streamlined ordering through My Bamboo for Partners
- Visibility at trade show/conferences as a Bamboo Partner Advantage Program Member

## Membership Levels

All Partners will enter at the Certified Level. Promotion to Silver and Gold levels based on revenue volume and engagement history.

Bamboo Solutions is seeking global partners that are as committed to our clients as we are and who share our passion for innovative technology. We are committed to providing you with the best and most comprehensive suite of products for SharePoint in the market today. Types of Partners include:

- Service Providers: System Integrator and Consulting firms
- Value Added Resellers
- Hosting Providers
- Complementary Technology
- OEM Partners
- Training and Education
- MVP Program for Microsoft SharePoint MVPs

### Enrollment Process

- Complete the online Application
- Execute partnership agreement and pay annual administration fee (renewed annually)
- Exchange logos and bios for reciprocal placement on websites, including Bamboo Nation
- View Bamboo 101: Essentials webcast
- Sign up for current GoToMarket Programs

## About Bamboo

Bamboo Solutions provides a suite of Web Parts, Solution Accelerators and customized products for project management, social networking, business intelligence, portal administration and content management for SharePoint Products and Technologies. In the past two years, over 3,000 customers across 38 countries have benefited from Bamboo's software development agility, using Bamboo software to implement their SharePoint Products and Technologies portals in record time. Customers can easily try, test and buy from the online store and gain access to additional resources through Bamboo's partner network. Bamboo Solutions is headquartered in Reston, Virginia, USA, with offices in Gothenburg, Sweden and Ho Chi Minh City, Vietnam. For more information, visit: [www.bamboosolutions.com](http://www.bamboosolutions.com).



For more information:

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### Program Notice

This document is designed to provide you with an overview of the Bamboo Partner Advantage Program, its benefits and terms. Please note that this is a summary and does not supplement or replace your existing or new Partner Program Agreement with Bamboo Solutions Corporation. Bamboo Solutions will continue to add significant benefits and business opportunities for partners as our program matures. We reserve the right to alter this Program at any time, including any condition, requirement or benefit. All such changes are effective upon notice to you or at such time that BSC may specify. However, we will use commercially reasonable efforts to give you at least 30 days notice of any material change to the Partner Advantage Program. If you disagree with any change or modification, you may terminate your Partner Advantage Program status at any time.