Sage Construction and Real Estate

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Development Partner Program Overview

The Sage CRE Development Partner Program Overview

The Sage Construction and Real Estate (CRE) Development Partner Program (DPP) facilitates the integration and availability of third-party solutions with Sage estimating, accounting and operations solutions for the construction and real estate industry. Development partners are valued partners in extending the functionality of Sage CRE software products and receive a variety of benefits, including technical and marketing support. As a result of technical support and documentation, development partners are able to independently develop software solutions that integrate with Sage CRE software products. The program's marketing benefits help development partners introduce and effectively promote these solutions through the Sage CRE sales channel of independent business partners.

The Development Partner Program also supports customers who want to customize and extend their Sage CRE software functionality within their organizations. Customers enroll in the program as a customer development partner. The solutions or customizations developed by customer development partners are licensed for internal use only and may not be commercialized. Customers have the ability to outsource their development but remain legally liable for any attempt to commercialize work created for their companies by their chosen developer.

Customers must be active on a support and maintenance plan for the Sage CRE products they use prior to applying for the program. If admitted to the program, customers receive many of the program's technical benefits but are not eligible for the program's marketing benefits.

Development Partner Technical Benefits

Live Not for Resale (LNFR) Software

Development partners receive three uses of Sage CRE LNFR software solely for the purpose of integrating, testing, and demonstrating their solutions. LNFR products are not licensed for in-house use.

Early Release Program

Development partners will receive new versions of Sage CRE LNFR software prior to it being shipped to Sage CRE customers. These early releases will provide the opportunity for you to coordinate your efforts and ensure your product integrations remain active with the latest development prior to its mass release. Development partners within the program must comply with release compatibility requirements, ensuring customers are always able to implement the most current Sage release within their businesses.

Software Development Kit (SDK)

The SDK contains integration tools, documentation and sample code. The development staff routinely updates the SDK in order to take advantage of new functionality available in the latest versions.

Technical Support

Need technical assistance? As part of the annual program fee, development partners are provided three hours of technical support to aid in solution development through the development partner program staff. Incidents are primarily submitted by email and answered by email or phone. Additional support time can be purchased as needed.

Technical Support Knowledgebase

Web-based self-service solutions are available 24 hours a day, seven days a week, 365 days a year. The Knowledgebase is a tool to assist in understanding application concepts, "how-to instructions," finding solutions for error messages, or help with troubleshooting a problem. The Knowledgebase contains articles pertaining to the application software as well as articles specific to development partners.

Anytime Learning[1] and Online Development Partner Training[2]

Need help with understanding the Sage CRE software? Our Anytime Learning program offers recorded instructor-led sessions focused on software workflow that are easy to use, always accessible, and ready when you are. All you need is a computer and an Internet connection. Session lengths run between 5 and 20 minutes, and you control when you want to play, fast forward, or go back and repeat. Each subscription includes multiple sessions focused on basic processing and repetitive setup tasks.

Additionally, the development partner program offers recorded online training to acquaint your developers with the software development kit and enhancements to the SDK as they become available in new software releases.

Product Strategy and Roadmap Updates[1,2]

As a Sage CRE development partner, invitations to webcasts and other program events will provide you with an early view of the company's plans for its products and services. These forums can help you more easily spot future opportunities to pursue new development or enhancement of existing integrated solutions for Sage CRE customers.

1. Not a part of the Customer Development Partner Program. 2. Not part of the Technical Development Partner Program.

Development Partner Marketing Benefits[1]

Introduction to Sage CRE Sales Management

Once invited into the Sage CRE Development Partner Program, development partners engage with our sales management to demonstrate the value of their products and discuss the sales programs they'll provide to the Sage CRE sales channel of independent business partners when promoting their solutions. Coaching feedback received in these sessions provides new development partners with the assistance needed to more quickly form successful relationships within the Sage CRE community.

Business Partner Introductions and Showcases

Upon admission into the program, an email communication is sent by Sage to the Sage CRE sales channel to notify members of the development partner's acceptance into the program and intentions for product and integration development with Sage CRE software.

Once integration development is complete and the development partner has acquired Sage CRE customer references, development partners are encouraged to participate within an online solution showcase hosted by Sage for the Sage CRE sales channel. These showcases give development partners a chance to introduce their solutions and the sales programs available.

Sage Website Listings

Once satisfying the Sage CRE Development Partner Program customer reference requirements, development partners are given the opportunity to include their authorized product integrations within the Sage online catalog of Sage CRE Development Partner solutions. http://na.sage.com/sage-na/partners/development-partners

Business Partner Reference Guide

All development partners are featured within our quick sales reference guide. Our sales channel of independent business partners rely on this guide to locate development partner solutions and quickly gauge the offerings and sales programs available to them when working with Sage CRE prospects and customers.

Conferences and Trade Shows

Development partners are invited to sponsor and exhibit at Sage conferences (sponsorship and exhibitor fees apply). These include Business Partner, Consultant, and Customer conferences.

Development Partner Logo

Development Partners receive access to a Sage Construction and Real Estate Development Partner logo, authorized product line logos, and usage guidelines to be able to publicly promote their participation within the Sage CRE Development Partner Program, leveraging the credibility associated with the program among customers, prospects and Sage business partners.

1. Not a part of the Customer Development Partner Program.

Development Partner Program Requirements and Fees

Requirements

We are committed to offering products and services that meet the needs of the markets we serve and are interested in evaluating potential partnerships that help us to most effectively do so. **Any developer may apply to join the Sage CRE Development Partner Program if the following requirements are met:**

- Products and integrations developed must add value by extending the functionality of Sage CRE software.

- Products offered by the developer must not compete with Sage CRE software.

- The developer must be willing to supply a copy of the software and literature to program management, if requested, at no charge.

- The developer must be able to provide technical support and maintenance for the products and integrations they are proposing for inclusion within the Sage CRE Development Partner Program.

- The developer must submit a completed application including reference accounts representing product quality, service, and support for his or her product(s), and be willing to demonstrate the product(s) upon request to Sage personnel and potentially to members of the Sage CRE sales channel of independent business partners without nondisclosure agreements. Developer products are evaluated for the program on a product-by-product basis.

- If accepted into the program, the developer must be willing to sign the Sage CRE Development Partner SDK Agreement and pay associated program fees within 15 days of invitation to join the program.

- If accepted into the program, the developer agrees to keep his or her approved products and integrations compatible with the latest versions of Sage CRE software to ensure customers are always able to implement the most current Sage release within their businesses.

- If accepted into the program, the developer agrees to comply with the Sage CRE Development Partner Program annual renewal process—supplying requested information prior to renewal and agreeing to pay renewal fees within 30 days of payment request if renewal is approved.

Program Fees

Sage CRE Technical Development Partner*	
First-Year Fees	
Sage 100 Contractor	$2,000
Sage 300 Construction and Real Estate	$2,000
Sage 300 Trade Specialty	$2,000
Sage Estimating	$2,000
Suite Fees (Any 2 of the above)	$3,000
Suite Fees (Any 3 of the above)	$3,500
Suite Fees (Any 4 of the above)	$4,000
Renewal Fees	
Sage 100 Contractor	$750
Sage 300 Construction and Real Estate	$750
Sage 300 Trade Specialty	$750
Sage Estimating	$750
Suite Fees (Any 2 of the above)	$1,200
Suite Fees (Any 3 of the above)	$1,500
Suite Fees (Any 4 of the above)	$1,750

Sage CRE Development Partner	
First-Year Fees[3]	
Sage 100 Contractor[4]	$4,000
Sage 300 Construction and Real Estate	$4,000
Sage 300 Trade Specialty	$4,000
Sage Estimating	$4,000
Suite Fees (Any 2 of the above)	$6,000
Suite Fees (Any 3 of the above)	$7,000
Suite Fees (Any 4 of the above)	$8,000
Renewal Fees	
Sage 100 Contractor	$1,500
Sage 300 Construction and Real Estate	$1,500
Sage 300 Trade Specialty	$1,500
Sage Estimating	$1,500
Suite Fees (Any 2 of the above)	$2,500
Suite Fees (Any 3 of the above)	$3,000
Suite Fees (Any 4 of the above)	$3,500

Sage CRE Customer Development Partner	
First-Year Fees	
Sage 100 Contractor	$1,500
Sage 300 Construction and Real Estate	$1,500
Sage 300 Trade Specialty	$1,500
Sage Estimating	$1,500
Renewal Fees	
Sage 100 Contractor	$500
Sage 300 Construction and Real Estate	$500
Sage 300 Trade Specialty	$500
Sage Estimating	$500

*Sage CRE Technical Development Partners receive the Sage CRE SDK and Sage CRE product to develop an integration as well as three hours of technical support a year. This access allows Technical Development Partners to develop and integrate their product prior to becoming an ISV.

3. First-year fees will apply to development partner's first year of acceptance within the program. 4. Sage 100 Contractor, formerly known as Sage Master Builder. Sage 300 Construction and Real Estate, formerly known as Sage Timberline Office. Sage 300 Trade Specialty, formerly known as Sage Timberline Enterprise. Sage Estimating, formerly known as Sage Timberline Office Estimating.

Development Partner Program Evaluation Process

Thank you for your interest in the Sage Construction and Real Estate Development Partner Program. To begin the evaluation process, please submit the Sage CRE Development Partner Program Application form by email to dpp.cre@sage.com or by fax to 503-946-3154.

Once we receive your application, we will attempt to contact you within ten business days to discuss your interest in the program and the next steps for exploring a potential partnership. If you are in need of an application, please email us at dpp.cre@sage.com.

About Sage

Sage is a leading global supplier of business management software and services for small and midsized businesses. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs more than 13,500 people and supports more than 6 million customers worldwide. For more information about Sage in North America, please visit the company website at NA.Sage.com.

Connect with us: