



## **The Sage Construction and Real Estate 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 can independently develop software solutions that integrate with Sage CRE software products.

The Development Partner Program also supports customers who want to customize and extend their Sage CRE software functionality within their organizations. The solutions or customizations developed by customer development partners are licensed for internal use only and may not be commercialized. Customers can 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.

### **Development Partner Technical Benefits**

#### **Live Not for Resale (LNFR) Software**

Development partners receive **ten** 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.

#### **Integration via the Universal Construction Model for Sage 100 Contractor and Sage 300 Construction and Real Estate**

Sage has partnered with hh2 Cloud Services to provide integration to Sage construction products utilizing the hh2 Universal Construction Model (UCM). The Integration Client synchronizes a curated list of entities like Employees, Jobs, or GL Accounts to the UCM in the cloud. It inserts and updates selected data from the UCM to the on-premises Sage databases. Once your DPP application has been approved by Sage, on-boarding and development support will be provided by hh2.

#### **Software Development Kit (SDK) for Sage Estimating**

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

#### **Technical Support**

As part of the annual program fee, development partners will have access to application technical support to aid in overall product understanding. Incidents are primarily submitted by email and answered by email or phone.

#### **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 and Online Development Partner Training**

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.

### **Development Partner Marketing Benefits<sup>1</sup>**

#### **Business Partner Introductions**

Upon admission into the program, new DPPs are highlighted in a monthly webinar to the Sage CRE sales channel to introduce the new solution and its capabilities.

#### **Sage Website Listing**

Development partners are given the opportunity to include their authorized product integrations within the Sage [online catalog](#) of Construction and Real Estate Development Partner solutions.

#### **Business Partner Reference Guide**

All development partners are featured within our quick sales reference guide. Our sales channel of independent business partners relies 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.

#### **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.

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<sup>1</sup> Not available to Customer Development Partners.



## 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 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

The Development Partner Program fee is \$2,000 per Sage product you want to integrate with in the first year. The renewal fee in year 2 is \$1,000 per Sage product.

## 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 [Leanne.Leon@sage.com](mailto:Leanne.Leon@sage.com).



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.