



OutSystems Technology Alliance

Partner Program



Overview

The OutSystems Technology Alliance Partner Program (TAP Program) offers industry expertise and exclusive access to tools and resources for our alliance partners to build onto the OutSystems modern application platform, helping our customers achieve better business results as they build, run, and manage enterprise applications. Whether it is customer experience transformation, workplace innovation, process optimization, or application modernization, the OutSystems mission, along with our partners, is to give every organization the power to innovate through software.

Why Partner with OutSystems?

OutSystems is changing the way software is built so organizations can quickly create and deploy critical applications that evolve with their business. We are delighted by the growing and connected **developer community** of 400,000+ across 70 countries that have helped build reusable apps with over 1M downloads. Exposure to over 340+ global channel partners help expand the awareness of OutSystems and the solutions with our partners.

We are also humbled by the many positive **industry analyst reviews** including recognition as a Leader in the Gartner Magic Quadrant for Enterprise Low-Code Application Platforms as well as MultiExperience Development Platforms.

The key to continued success for OutSystems includes our technology alliances where together we can continue to deliver innovative solutions across industries.



Who should apply

A technology partner who provides an enhancement to the OutSystems platform or one where the OutSystems platform enhances the Partner's technology. Any solutions or integration must be accepted by OutSystems before admittance to the Program.

OutSystems Technology Alliance Partner Program

The program consists of three tiers based on the Partner's level of commitment to driving mutual business and ability to meet certain requirements.



Strategic

Partners that are market leaders who make a significant investment in OutSystems in cooperative GTM efforts to jointly deliver industry-leading technology solutions. This partnership level drives measurable revenue for the Technology Alliance Partner and for OutSystems.



Expanded

Partners that have a significant market presence in addition to expertise that is complementary to OutSystems, and are committed to promoting the joint offering.



Integrated

Partners that recognize the value of partnering with OutSystems and provide a solution that is complementary to the OutSystems platform.

OutSystems Technology Alliance Partner Program Benefits

Upon acceptance into the program, partners will receive access to technical and marketing benefits based on the partner level to accelerate development of the technical solution and drive go to market.

Technical Benefits*	Strategic	Expanded	Integrated
<p>Technical validation Access to OutSystems APIs and best practice documentation to assist partner in the testing and integration with the OutSystems platform</p>	✓	✓	✓
<p>Technical product resources and support OutSystems will provide technical product and support resources to help in testing and validation with the OutSystems platform</p>	✓	✓	
<p>Demo OutSystems License** Access to free demo licenses to support technical validation efforts</p>	✓	✓	
<p>Joint demo at OutSystems demo centers Create a demo to showcase joint solution at OutSystems demo centers</p>	✓	✓	
<p>Partner Solution Architect Input Technical architect resource to guide and build out joint offering</p>	✓		

*Benefits subject to change. **Subject to use case and approval. Contact OutSystems for more information.

Marketing Benefits*	Strategic	Expanded	Integrated
<p>Logo on OutSystems.com Solution exposure on OutSystems.com</p>	✓	✓	✓
<p>Forge Marketplace Access to and placement of joint offering on OutSystems Forge Community Marketplace</p>	✓	✓	✓
<p>OutSystems Sales Enablement OutSystems will provide sales cheat template for partners to build and feature on OutSystems internal sales portal</p>	✓	✓	✓
<p>Marketing Collateral Use of OutSystems logo on approved joint content</p>	✓	Partner-led	
<p>Dedicated OutSystems Alliance Manager Develop your partnership with an assigned OutSystems alliance resource</p>	✓		
<p>Yearly Business Plan & Review Create and manage a joint business and marketing plan, and review success metrics annually with OutSystems</p>	✓		
<p>Joint Events Participate and sponsor at select industry or OutSystems events</p>	✓	✓	✓

*Benefits subject to change.

OutSystems Technology Alliance Partner Program Requirements

To join the OutSystems TAP Program, partners must be approved by OutSystems and have an authorized representative agree to the terms and conditions in the OutSystems Technology Alliance Partner Agreement in addition to satisfying the program requirements:

Requirements	Strategic	Expanded	Integrated
Technology Alliance Partner Agreement Complete and sign the Technology Alliance Partner Agreement upon acceptance into the program	✓	✓	✓
Technical Certification & Documentation Create technical documentation that details the joint offering upon completion of technical certification	✓	✓	✓
Joint Customer Support Commit to working closely with OutSystems to resolve customer issues quickly related to the joint solution	✓	✓	Partner-led
Marketing Collateral Create a marketing asset that articulates the joint solution value	✓	Partner-led	
OutSystems Logo on Partner Website List OutSystems on Alliance Partner website	✓	✓	
Marketing Investment Recommended commitment to annual investment for joint marketing activities	\$100K		
OutSystems Revenue/Partner influenced Commitments Drive influenced business with and for OutSystems	\$1M or more yearly	Up to \$1M yearly	
Dedicated Partner Team Assign dedicated contacts to be primary resources to engage with OutSystems	✓		

How to apply for a OutSystems Technology Alliance Partner Program Membership

To apply for membership, please visit the Technology Alliance Partner [webpage](#). Upon mutual intention to move forward with a partnership, you will be required to sign an OutSystems Technology Alliance Partner Agreement.

Additional Terms and Conditions

- This Program Guide is effective May 25, 2021, and remains effective until replaced with an updated version.
- OutSystems reserves the right to change the program benefits and requirements at any time, and will provide program updates to partners



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