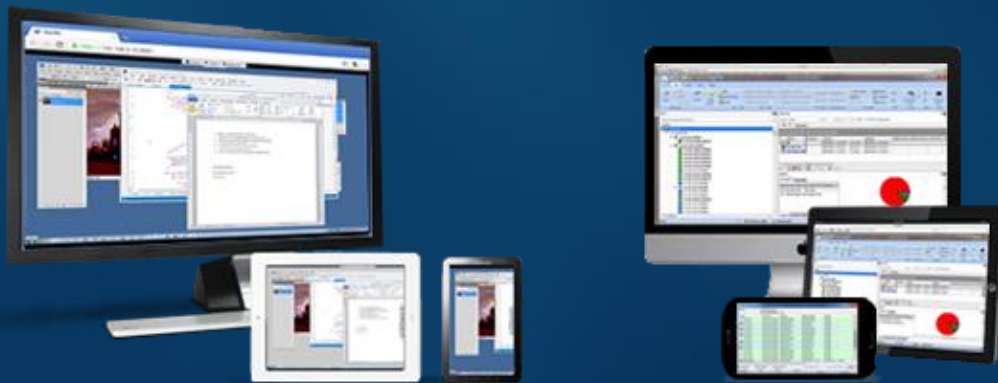# CYBELE
software
Being a Partner

Extending technology foundation with trend-setting innovations

Introduction

Thank you for your interest in joining in our **Partner network**. At Cybele Software we value the labor of our resellers and distributors. We rely on their experience and sales capacity to expand our sales not only on the US and Canada but also on other countries around the world. As a result, we are constantly looking to expand into new markets and we welcome new interested partners.

If you want to become a Cybele Software premier **Reseller** or **Distributor**, our Partner Program is for you. It's designed to reward and support your sales efforts, while ensuring that our customers have a local contact for purchasing our software.

Our **Partner Program** is open to organizations around the world, including software resellers, IT solutions and services consultants, software integrators, and any other type of business that is involved in the software industry, and wants to market, sell, manage, and deliver Cybele Software solutions to their customers.

Our portfolio includes:

- **z/Scope Terminal Emulation Software**, an easy-to-use, highly configurable frontend to terminal-based applications.

- **TN BRIDGE Host Integration Pack**, a set of components and productivity tools to extend screen-oriented, host applications.

- **Thinfinity Remote Desktop**, an HTML5-based solution to transform Web browsers into secure portals for remotely accessing Windows desktop and applications.

- **Thinfinity VirtualUI**, instant GUI remoting and full web integration of existing Windows-based applications.

Cybele Software products are designed to provide the simplest implementation pathways possible, while ensuring the integrity and security of the end user's existing environment.

All the product information, including full feature details and demos can be found at www.cybelesoft.com. For a quick overview, you can download our Cybele Software Partner's Guide, where you will find essential product information, product comparison tables, target markets for each solution, and more.

Why Partner with Cybele Software, Inc.

We realize and appreciate the hard work that is required for any partner to incorporate new solutions into their sales portfolio. To that end, we have developed a program that delivers important returns on those actions and rewards partners for the active promotion of our solutions.

We consider our partners as an extension of our team, playing an integral role in our development and growth. We believe in facilitating, promoting, and rewarding business partners for investing in and delivering pre- and post-sales solutions to their customers.

As a Cybele Premier Partner, we'll support you to grow your business.

We do this by:

- Providing you with a wide variety of resources, including trial software licenses and unlimited technical and sales support. Our aim is to help you to help your customers.
- Delivering value and rewards for your commitment. The Cybele's Partner Program offers a range of financial benefits and incentives.

Our Procedures: user-oriented, simple and easy.

To briefly describe Cybele Software's procedures, let's begin by mentioning that we distribute our software and licenses **electronically**.

All our products allow for a **free 30-day trial period** and we expect our partners to encourage the prospects to fully evaluate our software before the purchase. There is no limit in terms of the number of free licenses our partners can ask. Extended trial periods, if needed, can be provided upon request. Software purchases are non-refundable after the license has been delivered.

Once you have a customer ready to purchase, you issue a PO for us and upon payment receipt, we will email you back the invoice and the license code your customer requires to unlock the software.

Purchases can be paid with PayPal, Credit Card or bank transfer. Payment processing times are fastest (usually within 24 hours) for PayPal and Credit Cards. In our experience, bank transfers can take up to 5 business days to be credited in our bank account.

The end-user (MSRP) prices are published at: www.cybelesoft.com/buy. These prices cannot be lowered.

Cybele Software Partner Levels

Doing business with us is easy; review our current partnership options and choose the program that's right for you.

The **Reseller** partnership level does not require a contract, but a mutual understanding about the reselling terms. Any time you actively sell a Cybele Software solution to a third party, you get up to a 25% commission over the MSRP price. If the customer ever needs support, it can be redirected directly to us so you do not need to worry about tech demands.

The **Distributor** partnership level requires a written agreement[1], a potential high sales level and the distributor's commitment to provide the customers with a basic Level 1 support. The commission would be determined on a case by case basis.

We also offer the possibility of working with us as **Purchasing Agent** - a company that offers to buy software solutions on behalf of another party. The purchase agent will get up to a 10% commission over the MSRP price. If this case applies to you, or you want to list us as a software provider in your website, please feel free to contact us.

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[1] The standard distributor's agreement includes vendor's and distributor's obligations, warranties, procedures and provisions. For a copy of the agreement, please contact: partners@cybelesoft.com

Key Reasons to become a Cybele Software Inc. Partner

1. **Registration is FREE**. There is no cost to participate in our Partner program.

2. **Increase your website's revenue potential**. Promote and sell our products through your website and earn attractive commissions on any sales. Watch your revenue add up!

3. **Enjoy significant product discounts**. Any time you sell a Cybele Software solution to a third party, you get commission. Receive a discount of up to 25% over the MSRP price.

4. **Convenient license key**. The license key is sent electronically to you. The recipient of the key conveniently downloads the product from our website – anytime, anywhere.

5. **No quota**[2]. You do not have to sell a minimum amount per period in order to remain a partner. There will be no pressure from us, and we will do our best to support you.

6. **Easy ordering and quick processing**. To place an order, simply send us a PO with your customer's name and address, and we will do the rest! Your order will be processed within 24 hours. Purchases can be paid with PayPal, Credit Card or bank transfer.

7. **No hassle after the sale**. If the customer ever needs support, it can be redirected directly to us so you do not need to worry about this demand.

8. **Use our promotional material**. You may use our logos and images to promote your products and other solutions.

9. **Get listed on our website**. We will drive quality traffic to your site, and you will earn a valuable "backlink" that will support your SEO objectives.

Want to Become a Cybele Software partner?

We want to know more about you. Contact us and introduce yourself to Cybele Software.

One of our Partner Specialists will contact you shortly.

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[2] In the case of a Distributor, there will be a base sales volume agreed upon in the Distributor's agreement.

Have a one-off sales opportunity and not interested in becoming a Partner Program member?

If you have a one-off sales opportunity or you feel the Cybele Partner Program's not for you, then contact us. We'll be happy to work with you on a case by case basis.

How to contact us

Our website: www.cybelesoft.com

Phone Assistance: +1 (302) 351-4021

Fax: +1 (302) 295-9995

Email: Mariana Catani mariana@cybelesoft.com

Mauro Amor mauro@cybelesoft.com