

GLOBAL SALES SUMMIT

ISV Opportunity

TJ Zwane

PEOPLE



PURPOSE



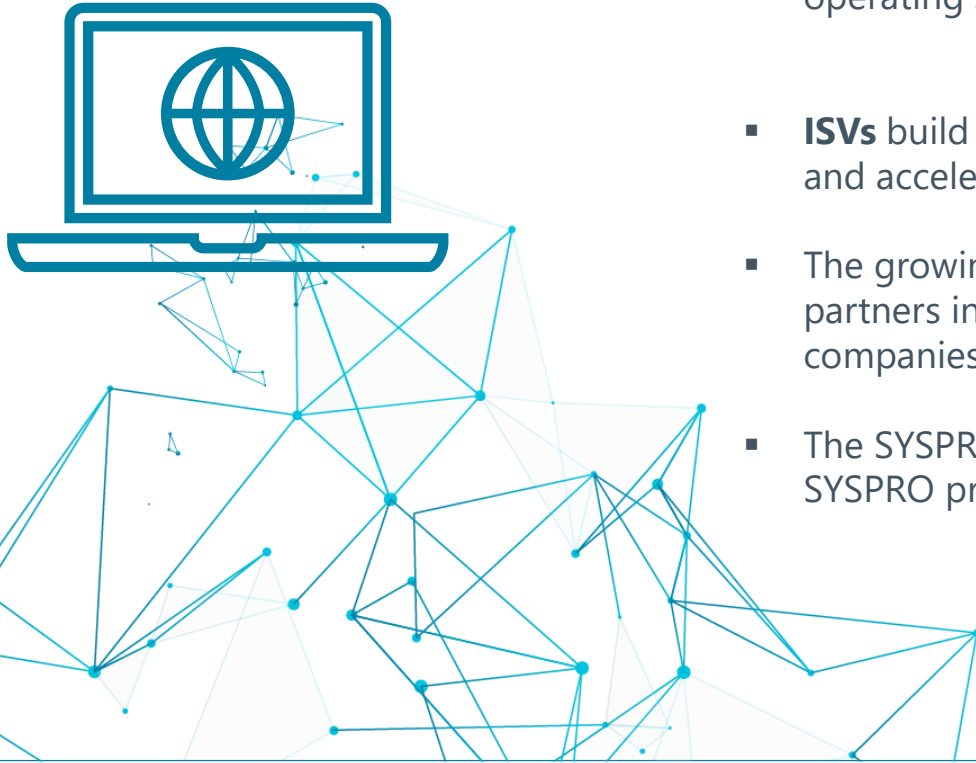
PASSION

The ISV Opportunity

SYSPRO Sales Conference

February 2021

What is an ISV



- **The Independent Software Vendor (ISV)** develops and sells **software** products that run on one or more computer hardware or operating system (OS) platforms.
- **ISVs** build applications that extend or integrate with **SYSPRO** products and accelerate customer productivity.
- The growing community of SYSPRO ISVs and application innovation partners includes all types of developers from disruptive start up companies, development shops, to global companies.
- The SYSPRO ISV Partner Program offers ISVs a single point of access to SYSPRO products, developer resources, training, and technical support.

ISV Partner Program Mission and Strategic focus



Innovation

Working with innovative and disruptive technologies and solutions.



Specialization

Extending SYSPRO's deep domain Knowledge and specialization.



Cloud Adoption

Creating connected cloud capabilities and functionality.



Customer Centricity

Finding the right solutions for our customers.



Revenue growth

Growing our revenue through upsell and cross-sell strategies.

ISV Partner Strategy

Enterprise

- Best of breed solution
- Is Top 3 in industry for that functionality according to independent recognized source. (i.e. G2Crowd, Gartner, IDC or Capterra)
- Has partnerships with multiple Vendors (Product is considered the standard in the ERP space.
- Has a SaaS/Subscription model. (Mandatory)
- Has a services or implementation certification program that SYSPRO and resellers can sign up.

Disruptive

- Strong track record and skillset in disruption technologies (i.e. AI, ML, IoT)
- Be in or past series C funding or equivalent or have at least 10 employees and 3+ years in business.
- SaaS model (Mandatory)
- Has a services or implementation certification program that SYSPRO and resellers can sign up.

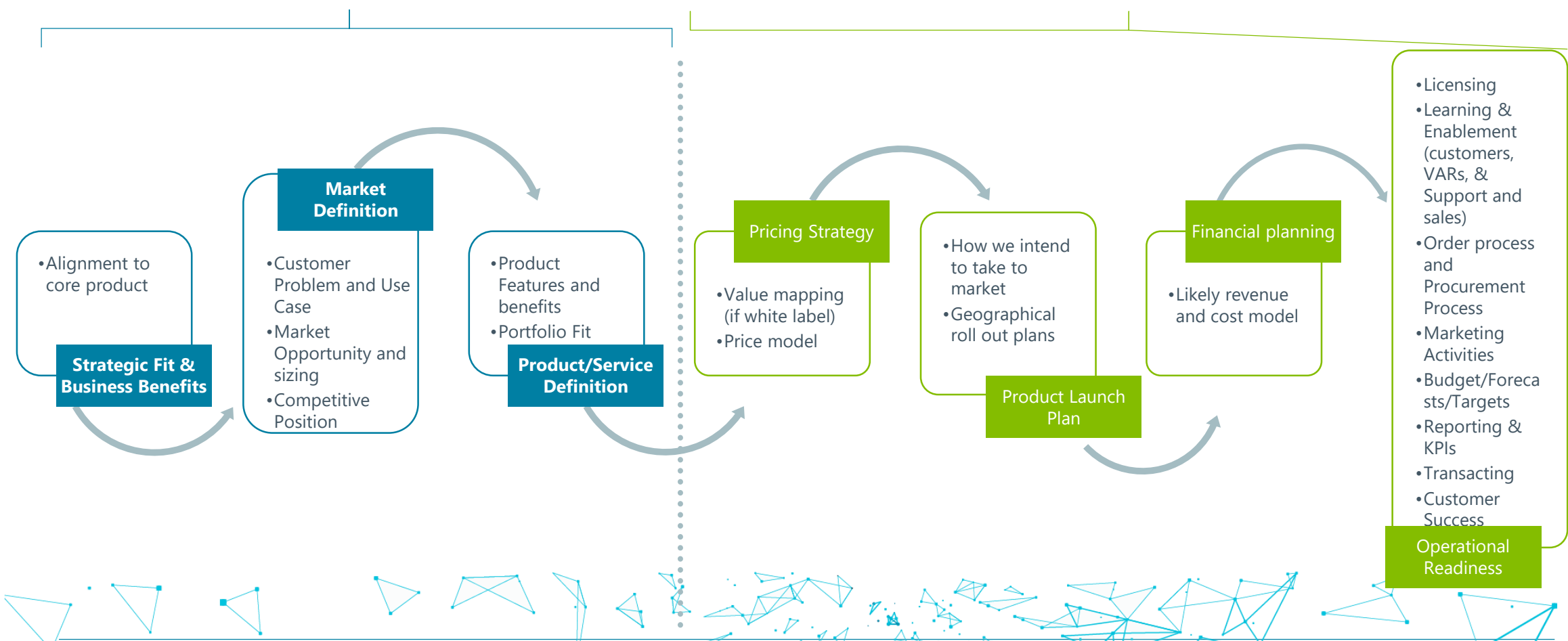
Advance

- SaaS model/ Subscription (Mandatory)
- Does not fit into Market Leader or Disruptive Technology
- Has an existing contract with a SYSPRO region
- In good standing with common customers and SYSPRO
- Is only focused on SYSPRO products
- Has a services or implementation certification program that SYSPRO and resellers can sign up.

Partner Onboarding Wireframe

Product evaluation

Go-to-market and operationalization



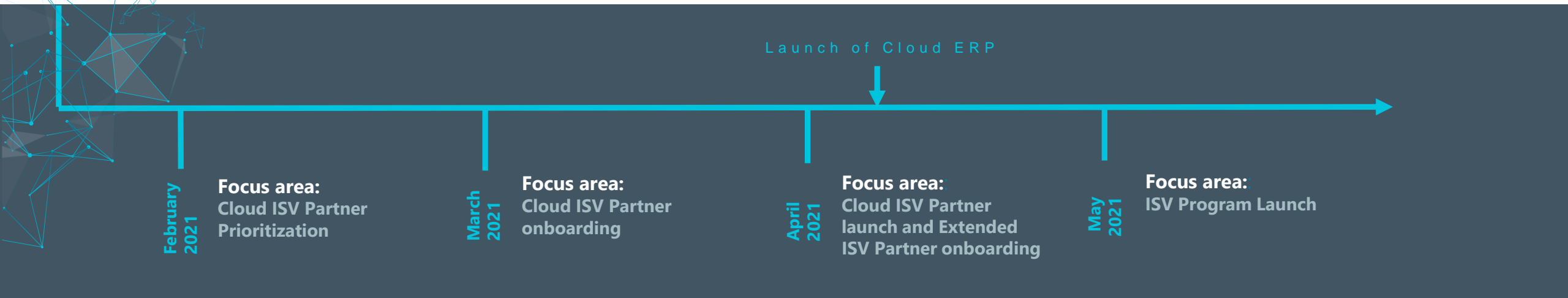
SYSPRO ISV Partner Program Launch

The SYSPRO ISV Partner Program will be launched with a goal of simplifying, synchronizing, and globalizing the company's ISV partner program offering and financial incentives.



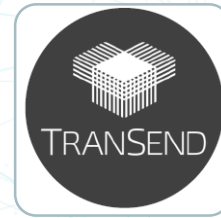
- **Simplify** – Streamline the program framework, incentives, and requirements to make it easier for partners to do business with SYSPRO.
- **Synchronize** – Unite different programs to offer partners a consistent partnering experience regardless of location or product offering.
- **Globalize** – Create a unified program scope, framework, and governance to operationalize the program worldwide.

ISV Program Roadmap – Program Launch



Success Measures	Identify and coordinate with prioritized Cloud ERP ISV's	Conclude the ISV integration certification for the remainder of the ISV Partners	Launch Cloud ISV Partnerships as part of SYSPRO Cloud ERP Launch	Launch new SYSPRO PartnerUP ISV Program
	Finalize commercial discussions with ISV Partners.	Conclude Go-to-market planning with ISV partners including enablement.	Continue Cloud ISV enablement sessions.	Plan SYSPRO ISV solution Marketplace/ AppStore
	Finalize Integration Certification for ZAP, Prohix and CADLink	Execute and operationalize global rollout of ISV cloud solutions.	Continue onboarding ISV Partners for the ISV Program.	Implement PRM for ISV Partners

Prioritized ISV's and Capabilities - Cloud



Business Intelligence,
Analytics, Reporting –
ZAP BI

Corporate Performance
Management - Prophix

Warehouse Management
(Light) - riteSCAN

Warehouse Management
(Advanced) - TBC

Quality Management -
TBC

Electronic Document
Interchange - TIEKINETIX

Compute-Aided Design
1 - CADLINK

Compute-Aided Design
2 - CADTALK

Shipping - TRANSEND

How do ISV's connect to SYSPRO Cloud ERP



e.Net Business
Objects



SYSPRO built Connectors



OData



SYSPRO Cloud ERP

Some of our ISV Partners



ISV Program Key Contacts

For more information about the ISV Program, please see the key contacts below.

Region	Name	Position	Email Address
Global	TJ Zwane	Global ISV Lead	TJ.Zwane@syspro.com
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EMEI	Deirdre Fryers	Head of Solutions Engineering	Deirdre.Fryer@syspro.com
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