

## ***High-Performance Partners: Align with Innovation***

Fuseforward™ invites high-performing partners to build new revenue streams by selling and supporting our next-generation Intelligent Infrastructure Management™ platform. Leverage our partnerships with IBM Maximo and ESRI, our Advanced Asset Management solutions and our market-leading price point – and win!

### ***How You Win***

- Open new markets and build new revenue streams by selling our platform.
- Extend your product and service offerings with our “smart” infrastructure management platform.
- Extend your brand with our white-label offering.
- Deliver value to your clients – offer fresh solutions to their business management challenges.
- Build ongoing revenue streams from our monthly subscription model.
- Find new opportunities in “green” infrastructure and clean technology.
- Build new revenue from implementation, training and other professional services.
- Find new markets and value for your technology and content.

### ***Our Partner Programs***

#### **Master Partners**

Join us in building sales channels for our Intelligent Infrastructure Management™ platform in exclusive territories and markets – and develop new revenue by signing Value-Added Resellers, and from enterprise sales, implementation, training and support services.

#### **Value-Added Resellers**

Add your content, services and value to our platform – and resell it under your brand or ours. Enhance, install and implement our solutions – train and support your customers.

#### **Professional & Technical Services Firms**

Implement our Intelligent Infrastructure Management™ solutions, sell complementary professional services, and share in our ongoing subscription revenue. Ideal for consulting engineers and IT services firms.

#### **Technology Partners**

Build new royalty streams by licensing your applications, tools and devices for integration into our Intelligent Infrastructure Management™ platform.

#### **Content Partners**

Develop new value for your content (e.g. taxonomies, preventive maintenance plans, GIS layers) by integrating it into our Intelligent Infrastructure Management™ platform. Consider this another distribution channel for your business and IP.

## Industry Partners

Our invitation to cities, utilities and other asset-intensive organizations: Let us use your infrastructure and systems as a “test bed” for developing and demonstrating our Intelligent Infrastructure Management™ platform – while you leverage our technology and asset management expertise to advance your business processes and operations.

## Solution Integrators & IBM Remarketers

Package and distribute appliances that integrate our Intelligent Infrastructure Management™ platform and IBM hardware.

## Distributors

Provision and distribute our platform to your customers as a packaged appliance.

## Hosting Partners

As a secure data center, host our platform and provide back-office support services.

## **Market-Leading Solutions...Compelling Value**

Mid-market enterprises are asking for fully functional yet affordable asset management solutions. Our subscription-based service answers this need with enterprise-class functionality and flexibility at a market-leading price point. Our Intelligent Infrastructure Management™ platform is a complete, fully managed decision-support toolkit for asset-intensive enterprises of all sizes, from small cities and utilities to complex, distributed energy generation systems.

Our Intelligent Infrastructure Management™ platform offers compelling value:

- Enterprise-level functionality at a market-leading price.
- Subscription-based, fully managed and flexible, for lower Total Cost of Ownership.
- Sell to clients as an operating expense, not a large capital expenditure.
- Available as a license purchase for clients who prefer to own their applications.
- Pre-configured for industry verticals.
- “Evergreen” services include all upgrades and updates, at no added expense.
- Enable clients to track their environmental footprints to save energy and support carbon trading.
- Position your clients for innovation in infrastructure management and clean technology.

***Align your business with innovation in infrastructure management!***

***Find out more >>>***

**Bryan Buggiey**

**Fuseforward™ International Inc.**

**1.888.484.7188 ext 12**

**[bryan.buggiey@fuseforward.com](mailto:bryan.buggiey@fuseforward.com)**

**Web: [www.fuseforward.com](http://www.fuseforward.com)**

