

SHIPCONSTRUCTOR® DEVELOPER NETWORK (SCDN) PROGRAM GUIDE



SCDN PROGRAM GUIDE

OBJECTIVE

The SCDN community is intended for 3rd party developers (**Commercial Partners**) creating software solutions for sale to ShipConstructor users, and for ShipConstructor users who want to develop in-house solutions (**Client Partners**) to utilize the full power of the ShipConstructor product model.

Commercial Partners joining forces with ShipConstructor have a significant opportunity to promote and market their companies through the SCDN. Client Partners will be able to enjoy significant cost savings and quality improvements by interfacing the wealth of information stored in the ShipConstructor product model databases with related company processes such as enterprise resource planning, accounting, and production automation equipment.

To help ensure a successful integration with ShipConstructor, SSI is willing to provide guidance to SCDN Partners regarding idea development and the generation of project specifications.

SCDN PARTNER REQUIREMENTS

Complete SCDN Application

Complete the SCDN Application and submit it to SSI via and email to SCDN@SSI-corporate.com. For Commercial Partners, the SSI Team will review the application to see if a partnership offers value-added solutions for joint clients that are aligned with SSI's strategy.

Sign SCDN Agreement

Upon approval, SCDN Partners are required to sign the SCDN Agreement. For Commercial Partners, the membership fee is \$995¹ per annum beginning the Effective Date of the contract and ending after one year. For Client Partners, the fee is calculated at 2% of currently installed ShipConstructor licenses and will end in accordance with their annual renewal date for their Subscription for upgrades, maintenance and support. If the client purchases new software, additional features or upgraded licenses anytime throughout the year, applicable SCDN fees will be charged at 2% of the total purchase.

Designate a Point of Contact

Partners are required to identify two specific "Named" contacts for SSI:

- One business contact covering business aspects of the partnership
- One technical contact covering development aspects of the partnership

Demonstrate the Value of the Combined Solution

Commercial Partners are asked to articulate the value of the combined solution from the customer's point of view. Client Partners are encouraged to demonstrate the interoperability of their solution with SSI product(s).

Sharing the Success Stories

SSI gives all Partners the opportunity to promote their company and product(s) on SSI's website: www.SSI-corporate.com.

¹ Prices are in US Dollars, and are subject to change without notice.

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SCDN PARTNER BENEFITS

MARKETING SUPPORT

Company Profile on SSI Website

The Partner's company and product profile will be featured in the Partner directory of the SSI website. Client Partners developing for in-house use will be promoted if explicitly requested.

SCDN Partner Logo

Partners will be given permission to use the SCDN logo. Use of the SCDN logo will be subject to the terms and conditions outlined in the SCDN Agreement.

SCDN Product Information

Partners will have access to electronic versions of all ShipConstructor product information, Application Programming Interface (API) white papers, reference guides and how-to docs.

SALES SUPPORT

Annual Review

The SSI contact assigned to the Partner will make every effort to communicate with the Partner at least once a year to review progress, discuss joint strategies and share partnering insights, thus ensuring strategic alignment.

SOFTWARE & TECHNICAL SUPPORT

ShipConstructor Licenses

SSI grants qualifying Partners the use of ShipConstructor software during the term of the partnership agreement for training, demonstration and integration purposes. SSI will provide the required licenses for the partner to complete the project they have communicated to SSI. The level and quantity will be determined after analysis of the project the Partner is developing

Documentation

SSI will provide Partners with the ShipConstructor DataLayer API and documentation for development.

Technical Support

The SCDN Support Team will provide reasonable long distance technical support by phone and email, which is not intended as a substitute for SCDN API training (see below).

Access to pre-releases

Partners will receive access to RTM (Release to Manufacture) releases prior to public release. Within this program, Partners have the opportunity to modify their project to support the new release and to start any projects that could leverage the new enhancements.

TRAINING

SCDN API Training

Training on the API is available on request and may require a fee.