



PARTNERSHIP FEATURES & BENEFITS AT A GLANCE

Mandriva Partnership Level	STANDARD	SILVER	GOLD	PLATINUM
REQUIREMENTS				
Annual Program Fee	Free	\$599 / €483	\$2500 / € 2000	Contact Us
Website	----	----	----	Yes
Business Plan	----	----	----	Required
Annual Revenue Commitment	----	----	----	Yes
Contract Duration	----	1 Year	1 Year	1 Year
BASE BENEFITS				
Mandriva Products & Services	10% Discount over public price	20% Discount over public price	30% Discount over public price	Contact Us
Mandriva Partner Welcome Kit (NFR)	----	1 products	2 products	All products
Partner Knowledge Base Wiki	----	----	----	Yes
Mandriva Product Maintenance Account	----	Yes. Only for personal product range	Yes. Personal and professional product range	Yes. Personal and professional product range
Credit Term	----	----	15 days	30 days
Beta Community Software	----	ISO	ISO	ISO and CDs
Product Customization	----	----	----	Specific case basis**
Status as Authorized Mandriva Partner.	----	PDF	PDF	Hard Copy
Partner Workshops	----	----	----	Yes, on a regular basis.
Volume Discount Pricing Option	----	available	available	available
Authorization to Display Partner Logo	----	Silver logo	Gold logo	Platinum logo
DEVELOPMENT SUPPORT BENEFITS				
Dedicated Manager	----	----	----	Yes
Mandriva Manual/Guide	----	PDF	PDF	PDF & Hard Copy
Priority Mandriva Support	----	Email	Email	Email & Phone

Direct Communication with Marketing & Sales Team	----	Email	Email	Email & Phone
Pre-sale Consultancy on Mandriva Linux Projects	----	Online only	Online only	Online, Phone and On-site (subjective to project)
Product Announcement Roadmap	----	Yes	Yes	Yes
News Flashes/News Letters	Yes	Yes	Yes	Yes
CO-MARKETING OPPORTUNITIES				
Web Listing of Partner	----	Yes	Yes	Yes
Joint PR	----	----	----	Yes
Product & Company Presentations	----	Yes	Yes	Yes
Competitor Products Comparison Presentations	----	----	----	Yes
Product Sheets	PDF	PDF	PDF	PDF and Hard Copy
Mandriva Products Comparison Sheet	Yes	Yes	Yes	Yes
Posters/ Stickers/ Mouse Pads	PDF	PDF	PDF	PDF and Hard Copy
Box Design Layout**	----	----	----	Yes
Support at Conferences and Other Events	----	----	----	Yes, (subjective to availability)
Partner Marketing Opportunity	----	----	----	Yes, (subjective to business plan)
TRAINING BENEFITS				
Mandriva online training platform	Coming soon	Coming soon	Coming soon	Coming soon
Discount on volume purchase of training material	---	---	Available	Available
Authorization to display Training Partner Logo	---	---	Yes	Yes
Mandriva examination session	Contact us	Contact us	Contact us	Contact us
Rental – Training room in Paris	----	Contact us	Contact us	Contact us

**only applicable at the time of volume purchase

PLATINUM LEVEL

The exclusive Platinum Membership include all the above mentioned benefits plus some additional benefits. e.g.

Mandriva Personalized URL	Yes, depends upon availability & results
Personalized Mandriva Email of country	Yes, depends upon availability & results

To extend your level from Gold to Platinum, please contact us partner@mandriva.com



PARTNERSHIP PROGRAM DEFINITIONS

Partner Membership Requirements

Annual Program Fee: Standard-free; Silver-\$599 / € 483 annually; Gold-\$ 2500 / € 2000 annually, Platinum contact us.

Website: Partner must have a functioning website.

Business Plan: Platinum partners will be required to have a business plan.

Revenue Commitment: Platinum Members must have minimum annual Mandriva purchases, subject to channel chosen.

Contract: One year contract, revisable annually specifying the basis of the partnership.

Base Benefits

Mandriva Product & Services: All Mandriva partners have substantial discount according to corresponding level.

- **Mandriva Software Box:** discounts on Mandriva Software Boxes.
<http://store.mandriva.com/>
- **Mandriva Goodies:** Discounts on goodies sold on Mandriva Store, (t-shirts, keys, bags....) from <http://store.mandriva.com/>

Mandriva Partner Welcome Kit: (Not For Resale): the Welcome Partner Kit includes the full range of Mandriva products:

PERSONAL Product Range:

- PowerPack
- Mandriva Flash

PROFESSIONAL Product Range :

- MES5
- Corporate Desktop
- Pulse & LRS

-Silver partners can choose 2 products from Personal range.

-Gold partners can choose 2 products from Personal and 2 products from Professional.

- Platinum partner can choose all the products

*For detailed product information please visit <http://www.mandriva.com/products>

Partner Knowledge Base Wiki: Access to Mandriva Partner wiki, access to the knowledge base, where partners obtain advice, or leave suggestions in Partner's room.

Mandriva Product Maintenance Account: Access to Mandriva's online account for updates /bugfixes/ patches/ new drivers etc for their same products.

Credit Term: Subject to pre-defined terms & conditions as mentioned in payment terms.

Beta/Community Software: Partners will have access to all new beta software much in advance, before the official product release.

Product Customization*: Partners will be allowed to participate in developing the software with the R&D department and the Quality Assurance labs of Mandriva for customized applications development.

Status as Authorized Mandriva Partner: Obtain official Certificate as Authorized Partner.

Partner Workshops: Partner knowledge workshop will be conducted regularly .
- Commercial workshop/-Technical workshop.

Volume Discount Pricing Option: To find full information about features and benefits please contact us

Authorization to Display Partner Logo: According to level subscription, partners will be allowed to use the Mandriva affiliated logo on their website, point of sales material, stationery...



*customization & pricing will be defined by R&D manager.

Development Support Benefits

Dedicated Manager: Specific attention to each partner with a personal Mandriva dedicated manager.

Mandriva Manual/Guide: Tools to help you better understand Linux and its functionalities.

- Mandriva Linux The definitive Guide
- Server Essentials Handbook

Priority Mandriva Support*: One-on-one support by an experienced Mandriva engineer to be provided to partners on a priority basis.

Direct Communication with Marketing & Sales Team: Direct communication, via email and phone, with the marketing and sales team to help develop business opportunities and provide necessary support.

Pre-sales Consultancy on Mandriva Linux Projects:** Partners will be allowed to interact with our Consultancy team (on specific projects).

Product Announcement Roadmap: Preview to all the new launches and road map of the entire product range.

News Flashes/News Letters: Receive the latest information on future releases on Mandriva software, new promotions, latest news... All delivered directly to you via email.

*support scope & pricing will be defined by support manager.

**consultancy & pricing will be defined by consulting team.

Co-Marketing Opportunities

Web Listing of Partner: To enhance global visibility, authorized partners will be listed on Mandriva's web site.

Joint Public Relations: Take advantage of being more visible and of having more communication through a joint press release with Mandriva.

Product & Company Presentations: Priority access to Mandriva's products presentations.

Competitor Products Comparison Presentation: Updated on-line comparison of competitors' products.

Product Sheets: Receive detailed technical aspects of the products and selling arguments.

Mandriva Products Comparison Sheet: Feature differences among Mandriva's products.

Posters/ Stickers/ Mouse Pads: Enhance your point of sales or presentation with Mandriva's posters, stickers and mouse pads.

Box Design Layout*: Access to the Mandriva design department for consultancy and authorization to use our Box design (locally).

Support at Conferences and Other Events: Discuss the possibility of support from Mandriva representatives at your local events and conferences. Final graphic layout will be validated by Design & Marketing team.

Partner Marketing Opportunity: The possibility to be supported by Mandriva in local marketing efforts through Marketing Development Fund (MDF). Percentage fund to be allocated according to partner's revenue generation on a quarterly basis.

*only applicable at the time of volume purchase

Training Benefits

Mandriva online training platform : Mandriva offer local mirror for e-Training with modules of lessons.

Discount on Volume purchase of training material : As a training partner, you have 20% discount on all the training material.

Authorization to display Training Partner Logo : Once the training partnership is validated, partner will receive a certificate and a logo.

Examination session : Mandriva can organize examination sessions for partner for conducting Linux certification exams and Mandriva certification exams.

Rental - Training room in Paris : Mandriva can provide professional training room in Paris for 10 students with full infrastructure.

Platinum Level Benefits

Mandriva Personalized URL: Partners may be allowed to have a personalized URL to be more visible in their country. It will depend upon availability, results and value creation. e.g. http://www.partner_company_name.mandriva.__

Personalized Mandriva Email: Partner may have Partner's own personal Mandriva email. It will depend upon availability, results and value creation. e.g. partner_company_name@mandriva.__

All the prices are in USD & Euro including Taxes.

Mandriva reserves the right to revise program specifications without notice.

Mandriva Partner Program rules subject to change. Void where prohibited by law. Other terms and conditions may apply. All trademarks, trade names, service marks, and logos referenced herein belong to their respective companies. Mandriva is not responsible for errors, omissions, or typographical errors. MDK-24072009-DF001

Contact email: partner@mandriva.com