

# SymmetricDS Pro ISV Program

**JumpMind, Inc.**  
**[www.jumpmind.com](http://www.jumpmind.com)**

# What is the ISV Program?



- Combine your software with SymmetricDS Pro
- Collaborate with us on the solution
- Distribute to end customers under a commercial license
- Who is it for?
  - Independent Software Vendors (ISV)
  - Original Equipment Manufacturers (OEM)

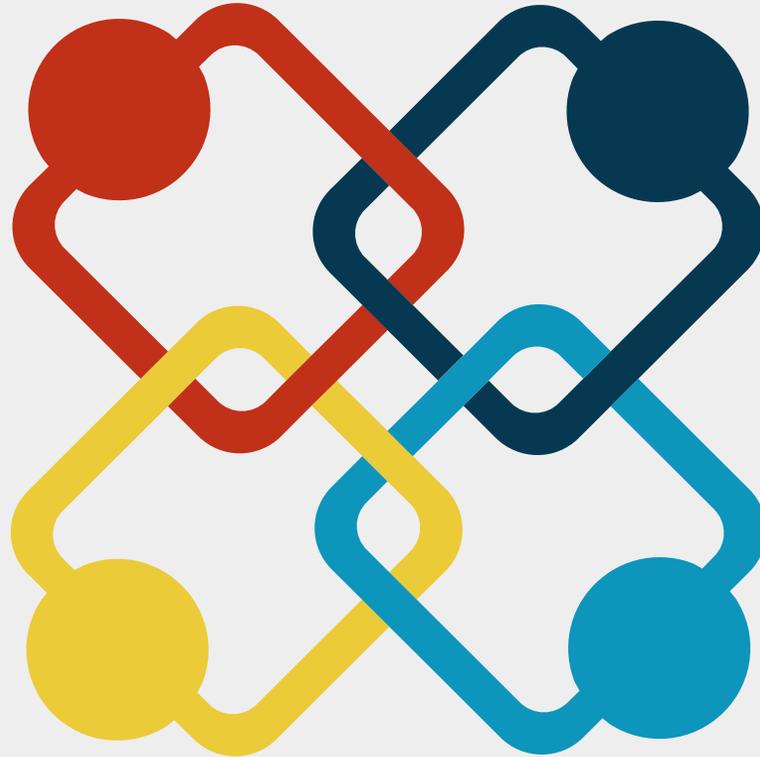
# How We Work Together

## Proof of Concept

A 6-month project to test a target use case, which includes developer licensing and access to a dedicated consultant.

## Licensing

Order licenses for internal development to build and maintain your solution. Order licenses for your customer when you sell your combined product.



## JumpStart

Consulting hours to complete a specific set of tasks that assist with design, development, testing, and enhancements.

## Support

We provide software fixes, patches, and upgrades. We work with you to answer questions and address technical issues.

# Proof of Concept



- Evaluate the software and test a specific use case
- 6 month project
- 10 hours of JumpStart consulting
- License key for up to 25 nodes

# JumpStart Service



- Consulting to design solution, configure product, or develop enhancements
- Project duration varies
- Dedicated product consultant
- Time & materials engagement

# Support and Maintenance

- Support answers questions and addresses technical issues
- Maintenance provides software patches and updates
- Annual fee of 20% on total number of active nodes and estimated nodes for next year



# Support Versus Consulting

## Support

- Group of support engineers who fulfill service level agreement
- Interaction via email and support center
- Answers for installation, configuration, and product usage
- Guidance on best practices for tuning performance
- Fix a defect for a patch or release



## JumpStart

- Dedicated consultant who is scheduled for your project
- Interaction via email, screen share, and phone
- Assist or perform installation, configuration, and usage
- Perform tuning of system and configuration
- Custom development of product enhancement



# Licensing



- Licensed by node
- Perpetual licensed copy
- Software activated with a key that contains the number of nodes licensed
- A node is a communication endpoint that is configured to connect with a database server

# Pricing

- Estimate the number of nodes needed for the next year
- Higher estimate means lower node price, but higher support fees
- Node price is locked in and support fees are paid
- Estimate can be adjusted, but it cannot result in lower support fees



# How Estimate Affects Price

Node Estimate

Per Node Price

Support and Maintenance

10  
nodes



250  
nodes



1250  
nodes



# Let's Get Started

- Schedule a demo
- Get a price quote
- Review and sign
  - ISV Agreement
  - ISV Commercial License
  - ISV Order Form
- Contact us
  - +1-888-942-5867 x8
  - sales@jumpmind.com

