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Dear Platform Partner:

On behalf of Platform Computing, we would like to welcome you to the Platform Alliance Network program. The Platform Alliance Network program is driven by five key objectives of Platform's partner strategy:

1. Grow joint revenue with our partners through expanding market opportunities.
2. Align our technologies to meet customers' and partners' business needs.
3. Accelerate joint solution creation through comprehensive training, effective sales and marketing tools, and development support, which simplify the creation of innovative solutions and accelerate product delivery.
4. Drive customer adoption of integrated solutions that are developed, implemented, delivered and managed by Platform's worldwide ecosystem of partners, and which leverage the Platform grid infrastructure software platform.
5. Simplify our partners' experience with Platform through relevant communications and streamlined processes.

The Platform Alliance Network program is the foundation on which Platform builds strong relationships with partners like you. The program is designed to enable you to fully leverage your relationship with Platform and it is an integral part of how we accelerate intelligence and joint success with you.

The purpose of this document is to:

- Present an overview of the Platform Alliance Network, including the program value proposition, the types of companies with which Platform partners, and the program structure
- Identify the benefits provided to partners for each combination of partnership type and level
- Provide a thorough description of all the benefits provided through the program, and identify where additional information can be obtained, if needed
- Establish the requirements to participate at the different levels within the program
- Outline the application and renewal processes

Should you have any questions, do not hesitate to contact the Platform Alliance Network Center, our comprehensive partner information and business support center. The Platform Alliance Network Center can be contacted at Alliances@Platform.com, or in the US, call toll free +1 (800) 390-8837; Canada, call +1 (877) 528-3676; or Direct, +1 (905) 948-8448. We also encourage you to sign up for Platform Connexions, Platform's partner and customer newsletter, for up to the minute updates and announcements about Platform events, product announcements, and Platform Alliance Network program changes.

We look forward to a mutually successful business relationship that benefits our customers, your company and Platform Computing.

Sincerely,

Platform Alliance Network



Platform Alliance Network Program Guide

Grid Partnerships that Fuel IT



Table of Contents

TABLE of CONTENTS	3
DISCLAIMER	4
INTRODUCTION	5
Grid Computing	5
Market Opportunity	6
Program Overview	7
Program Structure	8
Partnership Types	8
Partnership Levels	9
Program Benefits	10
Benefits Descriptions	12
Enablement Benefits	12
Developer Benefits	13
Marketing Benefits	16
Sales and Support Benefits	17
Program Requirements	20
Partner Membership Application Process	22
New Application Process	22
Renewal Application Process	22
Partners Limitation on Participation and Availability of Benefits	22

DISCLAIMER

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The terms of this Platform Alliance Network Program Guide are subject to the terms of Platform Alliance Network Agreement and related Addenda and/or Exhibits. Platform reserves the right to administer the Platform Alliance Network program in its discretion. Platform may make any of the benefits in this Platform Alliance Network Program Guide available to any Partner, and/or withhold any benefit or parts of any benefit, from any Partner, without obligation to offer or withhold such benefit to or from any other Partner. Partner agrees that it is responsible for all of its employees' compliance with the terms of this Platform Alliance Network Program Guide and the Platform Alliance Network Agreement.

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INTRODUCTION

Over the last few years, grid computing has dramatically evolved from its roots in science and academia. Long used by scientific and engineering organizations, grid computing has now moved into the business mainstream as a proven technology that helps IT infrastructure contribute directly to business goals and objectives.

The world's biggest and most well established IT providers such as IBM, HP, Dell, Intel, SAS, and Microsoft see Platform grid technology as a key enabler for enterprise grid and service oriented application delivery. Our people, products and partners are best in class. The stage is now set, and through continued execution we will win, and maintain our leadership position for enterprise grid!

Grid Computing

What is Grid?

1. Grid is a technology that allows disparate systems to be pooled and managed as a common computing resource, optimizing the throughput of workloads across the computing infrastructure and providing access to resources that were previously unavailable.
2. Grid technology coordinates resources that are not subject to centralized control. A grid integrates and coordinates resources and users that live within different control domains – for example, different administrative units of the same company, or even different companies. A grid addresses the issues of security, policy, payment membership, and so forth that arise in these settings
3. Grid technology uses standard, open, general-purpose protocols and interfaces. A grid is built from multi-purpose protocols and interfaces that address such fundamental issues as authentication, authorization, resource discovery, and resource access. It is important that these protocols and interfaces be standard and open. Otherwise, we are dealing with application, hardware, or OS-specific systems.
4. Grid technology delivers non-trivial qualities of service. A grid should be transparent to the end user, addressing issues of response time, throughput, availability, security, and/or co-allocation of multiple resource types to meet complex user demands. The goal is that the utility of the combined system is significantly greater than that of the sum of its parts.

In even simpler terms, grid technology is at the foundation level of the trends that are driving better synchronization between IT and the underlying hardware and software resources. In this new wave of innovation, Platform Computing is at the forefront of helping IT effectively manage its own resources and in the process, lead business to this world of “adaptive enterprise.”

Net, net, Grid technology is an emerging concept based on collections of “nodes” that are themselves single or small Multiprocessor Machines, Storage, Databases, Directories, Networking, Network Storage Management, Security, Middleware Infrastructure, Middleware Messaging, CRM/ERP, System Management — all working in tandem and sharing resources to handle data processing, application management, or any other task that might typically be managed by a mainframe or large SMP. In short, it's a virtual computer infrastructure comprising many small machines. The Grid is the most cost-effective and flexible architecture for computing, and will begin to make great strides as software vendors enable applications to run in this new environment.

So why should you and IT care about grid?

The primary reason is that grid will ultimately usher the enterprise into a new era of efficiency in managing its resources. Historically, IT organizations have had to overbuy resources — planning for peak requirements and worst case scenarios. In the past there was no ability to turn the dial up and down on resources as users required them. Nor had there been a means for transitioning of resources as they dynamically changed state.

Just as grid computing lets technical organizations harness large computational resources, several circumstances have converged to make it the right time for businesses to take advantage of grid computing. Advances in high availability clustering have set the stage for Grid — and for good reasons:

- **Save Money:** It's no secret that enterprises are looking for ways to cut costs and increase efficiency at every level. Grid computing is an ideal way to consolidate hardware and eliminate islands of under-utilized computers, replacing them with centralized pools of computing and allocating resources to the priorities of the business enterprise. IT customers benefit from improved return on assets and investments (ROA/ROI) with maximized utilization of resources, and improved professional productivity.
- **Improve Agility:** Promote innovation and speed time-to-market with flexible and responsive IT infrastructure
- **Simplify IT:** Deploy standardized, scalable, and manageable service-centric IT resources with automated provisioning and management solutions

These factors have caught the attention of many IT professionals and are widely accepted as “The Next Big Wave” in IT shops.

Market Opportunity

It is estimated that businesses spend over \$500 Billion in application infrastructure, IT services, and software solutions to overcome the increasing complexity and rapid rate of change in Information Technology. In most cases, IT is unable to measure the effectiveness (ROI) of their investment and their contribution to the overall business goals.

As a result of new market demands for Platform enterprise grid platform technology, Independent Software Vendors (ISVs), for example, now have an opportunity to Platform grid-enable their applications to increase revenue and help IT manage their resources more efficiently and effectively. Systems Integrators (SIs) can also gain a new path to revenue and profit as they increase their technology and services footprint, gaining new customers and increasing install base sales as existing customers decide to implement Platform grid technology. The new grid-enabled software applications and services will clearly provide differentiation from competitors — and customers will choose products and services for the competitive advantage of using grid-enabled technology.

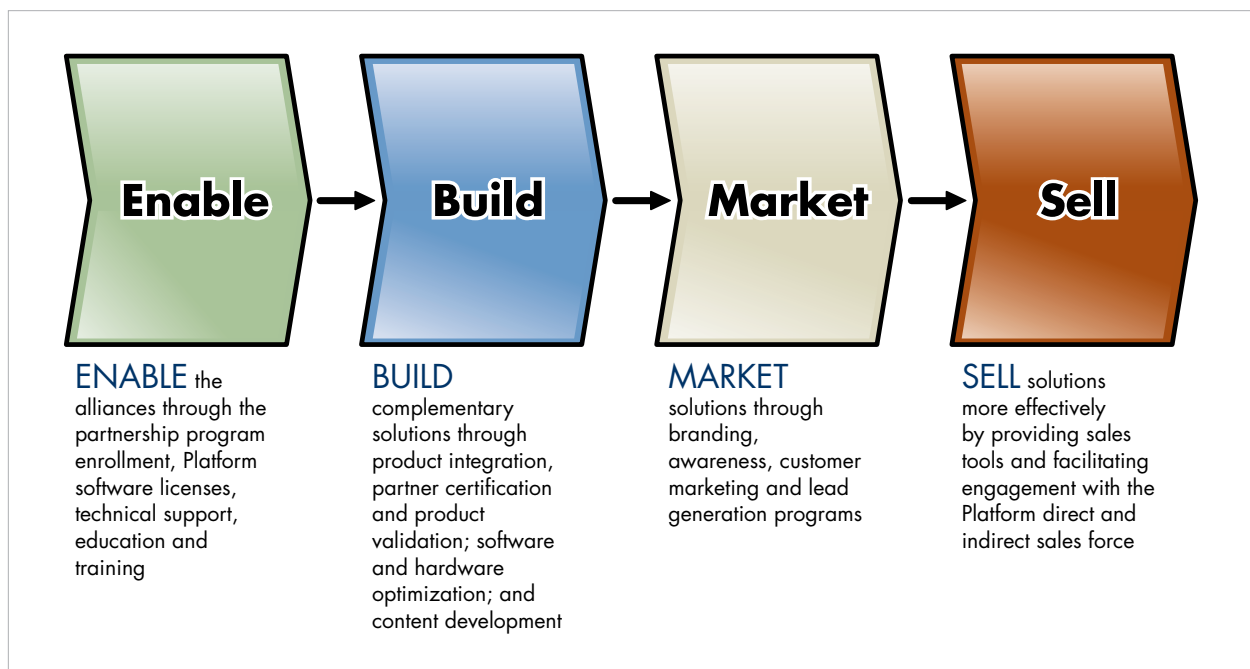
If your strategic market focus is in Financial Services, Life Sciences, Industrial Manufacturing, Electronic Design Automation, Engineering, Government, Geosciences, Chemical Engineering, Oil & Gas Exploration, or Entertainment, Platform will work with you to develop an integrated grid-enabled solution that will drive additional revenue from both new and existing customers.

Program Overview

Platform Alliance Network partners play an important role in helping us bring to market solutions that are optimized for faster implementation times, superior performance, and maximum return on investments. Our worldwide strategic partner network includes IBM, Microsoft, HP, Novell, Dassault Systems, CSC, Macrovision, SAS, DELL, Intel, and VMWare — to name just a few.

The Platform Alliance Network program is a comprehensive set of programs through which Platform Alliance Network partners can develop, promote, and sell their products, services, and solutions in conjunction with Platform's enterprise grid platform.

The Platform Alliance Network is built upon the belief that the impetus for a viable partnership includes a market opportunity, a joint product or service which matches that opportunity, and a strategy to market, sell, and service the joint offering. Therefore, the Platform Alliance Network includes programs and activities centered around four key business components: Enablement, Technology Solutions, Marketing, and Sales.



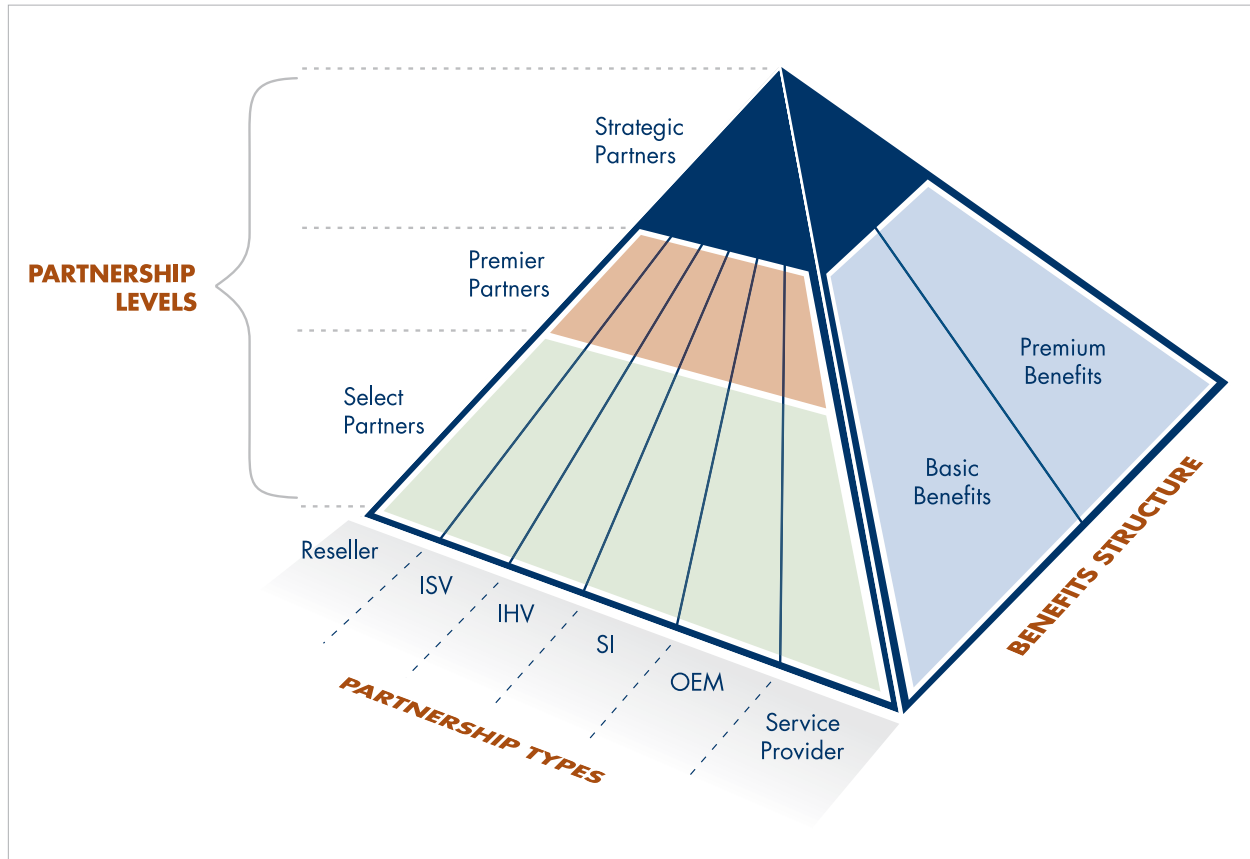
To further extend Platform's breadth of product and service offerings, we offer the Platform Alliance Network for other vendors to join. Through this network, Platform has established relationships with industry leaders in hardware, software, systems integration, training and other relevant services. Together, Platform Computing and its network of partners create a partnership ecosystem to develop, market, sell, and deliver the most comprehensive, extensible suite of business solutions available.

Close working relationships, formal technical evaluation, and testing programs ensure that all our partners are prepared to drive exceptional customer experiences and outstanding business value. The Platform Alliance Network program also incorporates best practices in alliances management, marketing, and sales, enabling partners to benefit from the continuous improvement of the program.

The Platform Alliance Network program helps leading Resellers, ISVs, IHVs, OEMs, SIs, and Service Providers to enable, build, market, and sell their solutions on Platform's grid platform in Platform's enterprise grid economy.

Program Structure

The Platform Alliance Network is organized around seven distinct partnership types with Platform's resources and benefits tiered according to partnership level, partner's business model, and relationship with Platform Computing:



Partnership Types

1. Strategic Partners

- Key to Platform strategy and spanning more than one partner type, these are global market leaders who are prepared to make great levels of strategic investments in and commitment to Platform technology, vision and go-to-market initiatives. We engage with our strategic partners across a wide range of key activities, including: long-range, fundamental engineering interactions; development and optimization activities; co-marketing initiatives; and sales/go-to-market engagements.

2. Reseller Partners

- Companies whose primary business model is reselling and providing Platform enterprise grid solutions, education and services; sales, and other value-added services to their customers in certain verticals and geographic boundaries and addressing specific IT needs and goals.

3. Independent Software Vendors (ISVs)

- ISVs develop and own proprietary applications that they distribute and support directly or through other channels. Their applications are built on or integrated with Platform's products with vertical or horizontal focus:
 - Vertical/Industry Focus: Financial Services (FS), Life Sciences (LS), Electronic Design Automation (EDA), Industrial Manufacturing (IM), Government, Others
 - Horizontal Enterprise Focus: Operating Systems, Virtual Machines, File & Database, Directory, Networking, Network Storage Management, Security, Infrastructure & Messaging, Middleware Messaging, CRM/ERP, Analytics/BI, System Management, Others

4. Original Equipment Manufacturers (OEMs)

- Partners who increase value to their products by bundling or private label Platform's software products and resell within their solutions.

5. Independent Hardware Vendors (IHVs)

- Provide a wide range of products, technologies, and services upon which Platform products run — Computers, Storage, Storage Interconnect/Networking, others.

6. Systems Integrators (SIs)

- Provide consulting and integration implementation with Platform-based products and vertical application specific solutions.

7. Service Providers Partners

- Provide managed and utility services for business and consumers, and deliver services over a network for an externally managed facility in a one-to-many, service fee-based model running Platform products.

Partnership Levels

Within each of the seven partnership types, the Platform Alliance Network offers three levels of partnership:

1. **Strategic Partners:** Platform Computing may invite significant multinational companies to participate in the Platform Alliance Network as a Strategic Partners — the highest level of Platform Alliance Network partnership. Membership at the Strategic Partnership level is by invitation only. This level of partnership are with global market leaders who are prepared to make great levels of strategic investments in and commitment to Platform technology, vision and go-to-market initiatives. Strategic Partners receive the highest level of recognition, engagement and dedicated account management when this level is reached.
2. **Premier Partners:** By meeting the requirements established in this Platform Alliance Network Program Guide, Premier Partners are technology providers and regional market leaders who make a significant commitment to Platform technology and actively go-to-market with Platform, or provide essential technologies that complete and extend the Platform enterprise grid infrastructure. Premier Partners receive an increased level of personal interaction, promotion and benefits from Platform.
3. **Select Partners:** A partnership designed for partners interested in introducing unique solutions and services to Platform customers while building Platform technology competency. Partners applying for this membership level are evaluated and enrolled into the network of partners by Platform on the basis of merit, and a determination as to the extent to which the partner is able to provide technology and services that leverage Platform technology to extend, complete, implement and manage the best-of-breed solutions that solve business issues for joint customers. Most partners join the program at this level. Select Partners may apply for the Premier or Strategic partnership level after satisfying their respective requirements.

All levels of partnership are eligible to receive appropriate Platform software and SDKs within selected product focus areas, as well as many other web-based resources designed to enhance the partner value proposition, broaden opportunity and extend reach in the Platform marketplace.

The benefits available to each partnership type and level combination, as well as the specific criteria required to achieve the different levels, are detailed in the following sections of this guide.

Program Benefits

The Platform Alliance Network program benefits are structured to recognize partners' investment in and contribution to delivering solutions that drive joint success. The higher the partnership level, the greater the combined commitment and resources to sustain the partnership momentum. The program is also tailored by partnership type to ensure that program benefits are matched to the unique partner needs, based on the partner's business model.

The following tables summarize the programs and benefits provided through the Platform Alliance Network program. The benefits are grouped by the program lifecycle, as defined by Enablement, Build, Market, and Sell stages, described above. Benefits marked with a "Yes" are included at no extra cost, while benefits marked with a "\$\$" symbol require additional fees. Benefits marked "Eligible" are considered "Premium Benefits", provided on the basis of a joint business plan and are administered at Platform's discretion. Partners may negotiate with Platform Computing for other "Premium Benefits". A detailed description of each benefit is provided in the next section.

Enablement Benefits	Select	Premier	Strategic
Membership Enrollment	By Application Only	Meeting Requirements	By Invitation Only
Welcome Kit	Yes	Yes	Yes
Partner Annual Enrollment Fee	\$1995	\$1995	—
Software Licenses Granted	20 Node Licenses	20 Node Licenses	Eligible
Platform Executive Sponsorship	N/A	Limited	—
Platform Alliance Network Agreement	Required	Required	Required
Platform Alliance Network Membership Certificate	Yes	Yes	Yes
Platform Web-Based/Self-Help Product & Sales Training	Yes	Yes	Yes
Platform Sales and Marketing Webinars	Yes	Yes	Yes
Platform Assigned Alliance Manager	N/A	Yes	Yes
Platform Connexions (Newsletter)	Yes	Yes	Yes
Platform Alliance Network Portal	Yes	Yes	Yes
Platform Alliance Network Center (e-Mail & Phone)	Yes	Yes	Yes
Platform Partner Advisory Council (Future Plan)	N/A	Eligible	Yes

Developer Benefits	Select	Premier	Strategic
Developer License and Software Download	Limited to 2 Products	Yes	Yes
Platform Developer Forum	Yes	Yes	Yes
Early Access Program (Product Roadmap & Beta Software)	Limited	Yes	Yes
Technical Training Classes	\$\$	\$\$	\$\$
Partner Technical Consulting and Support	\$\$	\$\$	\$\$
Platform Validation Program	\$\$	\$\$	\$\$

Marketing Benefits	Select	Premier	Strategic
Use of Platform Alliance Network Branding and Logos	Yes	Yes	Yes
Partner Presence on Platform WW Partner Web Site	Yes	Yes	Yes
Partner Presence on Platform Intranet Sales Site (Visibility to Platform Sales)	Yes	Yes	Yes
Access to Partner Marketing Templates	—	Yes	Yes
Platform User Conference Exhibiting and Sponsorship	\$\$	\$\$	\$\$
Access to Alliance Marketing Manager	N/A	Eligible	Unlimited

Sales & Support Benefits	Select	Premier	Strategic
Sales Lead Registration	Yes	Yes	Yes
Channel Sales Manager (Resellers Only)	Yes	Yes	Yes
Participation in Platform Sales Kick-off	N/A	By Invitation (\$\$)	Eligible (\$\$)
Sales Training	\$\$	Yes	Yes
e-Mail/Web-Based Technical Support (Free 30-days)	Yes	Yes	Yes
Technical Support (Phone Support & Maintenance)	\$\$	\$\$	\$\$
Access to Online Product Documentation	Yes	Yes	Yes
Certified Partner Status (# of Certified Professionals – Sales, Products, or Support)	2	2	2

Benefits Descriptions

The following provides a detailed description of all the benefits provided through the Platform Alliance Network program. Consistent with the preceding section, the benefits are grouped by partner lifecycle stages, defined by Enablement, Build, Market, and Sell.

Enablement Benefits

Enablement benefits provide partners with the foundation on which our mutually successful relationship is built. Benefits include services and resources designed to answer general partnership questions, training to enable sales, marketing, business development, and technical professionals, and timely news and information.

Welcome Kit: Upon entry into the Platform Alliance Network, the partner's assigned Alliance Manager and if applicable, assigned Partner Marketing Manager will receive a welcome kit designed to rapidly enable the relationship and help partners to begin accessing their benefits immediately. This kit provides partners with the following:

- A electronic copy of this document — The Platform Alliance Network Program Guide
- A Platform Alliance Network Membership Certificate, showcasing enrollment in the appropriate type and level of the Platform Alliance Network
- Answers to frequently asked questions (FAQ) about the Platform Alliance Network
- Email ID and Telephone numbers (Direct, Toll-Free for US and Canada) to call to access our Platform Alliance Network Center where you can obtain comprehensive partner information and partner-oriented business support
- Instructions to access Platform's Web-Based/Self-Help Product & Sales Training
- Instructions to access Platform Alliance Network Portal
- Instructions to access Platform's Online Product Documentation
- Instructions to access Partner Marketing Templates
- Name and contact information of your assigned Platform Alliance Manager, and if applicable, name and contact information your assigned Alliance Marketing Manager
- Name and contact information of Platform's Industry Manager, if one is assigned
- Subscription to Platform Connexions Newsletter
- Form to secure a presence on Platform's Worldwide Partner Web Site
- Form to secure your presence on Platform's Intranet Sales Site
- Sales Lead Registration form

Partner Annual Enrollment Fee: Platform Alliance Network welcomes all partners, regardless of size and market reach. We are constantly improving in an effort to ensure that our partner offerings simplify partners' business processes, are aligned with customers' needs, and are at the forefront of the industry. For a low annual fee of USD \$1,995 plus local taxes you can gain access to the resources needed to support your entire grid technology and marketing initiatives the many benefits described under this section.

Platform Executive Sponsorship: From time to time, our Senior Leadership Team (Executive Management) may deem it necessary to sponsor a partner into the Platform Alliance Network. The basis for such sponsorship will vary; however, such partner, once enrolled into the program, will have brought overwhelming and positive impact on Platform's product, marketing, sales, and business strategies. Executive oversight of "sponsored partners" is strong and is regularly monitored for partner role, purpose, and execution effectiveness.

Platform Alliance Network Agreement: All partners are required to sign the Platform Alliance Network Agreement regardless of their type and the level of membership into the program.

Platform Alliance Network Membership Certificate: Each partner will receive a Membership Certificate with their Welcome Kit. This certificate is suitable for framing and could be hung in partner's Headquarters lobby. The certificate will designate the partner type and level to which partnership enrollment is based and will carry the "Platform Partnership" logo. Additional certificates carrying other logos are issued upon satisfactorily completing their respective requirements. For example, a partner may qualify for any and all of the following certificates: Platform Partner, Platform Certified Partner, Powered by Platform, and Platform Verified.

Platform Web-Based/Self-Help Product & Sales Training: Platform offers comprehensive sales-related product training to all partners

and interested parties responsible for evangelizing and selling, or recommending Platform products (e.g. Account Managers, Business Development Managers, Channel Managers, Consultants, VARs, Distributors, etc.). This Web-Based/Self-Help Product & Sales Training are introductory in nature and allow everyone to familiarize themselves with Platform products; and obtain a deep understanding of Platform product value propositions.

Platform Sales and Marketing Webinars: From time to time Platform offers Sales and Marketing Webinars on Platform products and solutions targeting customers and prospects; some times, even the Platform partner community. Partners may benefit from participating in these webinars by co-presenting with Platform on joint solutions; or partners may attend for education and training purposes. These webinars are usually timed to coincide with strategic initiatives and market trends, offering a variety of up-to-date product and sales content that are beneficial to technical, business development, sales and marketing professionals. Platform webinars are provided free-of-charge and are easily accessible with a web browser and telephone. The Platform Alliance Network partner community will be notified when such webinars are planned and scheduled.

Platform Assigned Alliance Manager: Strategic and Premier Partners are assigned a Platform Alliance Manager —the internal evangelist at Platform Computing. The assigned Alliance Manager's role is to help the partner navigate through, and foster the partner relationship with the many cross-functional organizations within Platform Computing. Additionally, the Alliance Manager will help the partner execute joint initiatives, and to ensure the mutual goals, objectives, and expectations of the partnership are tracking toward success. Contact information for the assigned Alliance Manager is provided with your Welcome Kit.

Platform Connexions: The Platform Connexions Newsletter is issued to keep partners and customers up-to-date on vital Platform announcements, education and training opportunities, events, relevant competitive information, Industry Analysts views and insights, and other partner oriented news. All enrolled partners will automatically receive Platform Connexions.

Platform Alliance Network Portal: The Platform Alliance Network Portal is an online partner information repository providing a wealth of partner program, product, marketing, sales, and industry information selected to meet partners' needs. This online information is available to all Platform Alliance Network partners and accessible via a User ID and Password. The User ID and Password are provided in your Welcome Kit.

Platform Alliance Network Center (Email & Phone): The Platform Alliance Network Center (PANC) is the comprehensive partner information and business support center. PANC representatives are trained experts on where information can be obtained within Platform on all partner benefits, tools, policies, procedures and programs. The Platform Alliance Network Center can be contacted at Alliances@Platform.com, or in the US, call toll free +1 (800) 390-8837; Canada, call +1 (877) 528-3676; or Direct, +1 (905) 948-8448.

Platform Partner Advisory Council: Soon to be implemented, Strategic and Premier level partners may join at Platform's discretion, the Platform Partner Advisory Council. This council event is designed to provide the executive management of Strategic Partners and eligible Premier Partners with a unique opportunity to interact with Platform's Senior Executives. Partner attendees have an opportunity to provide feedback on partnering with Platform, to get an 'insider's view' to Platform's product and go-to-market strategies, and to join in defining Platform's direction in the industry.

Developer Benefits

Developer License and Software Download: All partners are eligible to receive Non-Production Software License(s) of the latest version of any available Platform software, and Platform Software Development Kits (SDKs) to prototype, develop, test and demonstrate their solutions. The Select level partners, while accorded the same Non-Production Software License privileges, are limited to licenses for up to two (2) software products and/or SDKs to prototype, develop, test and demonstrate their solutions.

Software provided through the Platform Alliance Network is for development, testing and demonstration of partners' value-added solutions. Partners are not authorized to use these licenses in commercial production environments (internal or external), in the development and testing of internal projects or in projects where the partner is being paid by another party to custom develop a solution.

Each partner is required to submit a request for Platform Software and/or Platform SDKs, and sign the Platform Non Production Software Loan Agreement after which, instructions on how to download such software and SDKs will be provided.

Platform Developer Forum: Established, organized, and maintained by Platform Computing, the Platform Developer Forum is a Web-based Message Board used by Platform partner developers and engineers, as well as Platform engineers and support personnel to provide unbiased technical information and insight on grid technology; ISV application development and enablement on Platform grid; share development programs and services, ask questions, locate solutions to problems, share tips and tricks, and learn about best practices for Platform products and technologies. Platform Developer Forum is a rich venue for engineers to exchange ideas and is accessible via the Web.

Early Access Program (Product Roadmap & Beta Software): Premier and Strategic Level Partners are eligible for the Platform Early Access Program which includes access to Platform product roadmap and Beta software. A limited number of Select level partners may be accorded the same Early Access Program benefit; but at Platform's discretion in partner selections. This program is designed to highlight emerging trends and help partners bring products to market faster by providing visibility into Platform's product strategies, plans, and guidance on architecture and product integration points.

Technical Training Classes: Platform Alliance Network Partners are encouraged to take advantage of Platform technical training to better understand how to integrate and work with Platform software products. Technical training completed early in the partnership is crucial to gaining traction and ultimate mutual success with Platform grid solution.

Platform offers several instructor-led technical training classes on its software products. These training classes are available as Public, On-site or at Platform Headquarters to help customers and partners build technical proficiency in Platform Product Suite use, functionality, configuration, administration, and internals (focusing on product integration APIs). The Platform Training Public Class schedule is available at: <http://training.platform.com/training/training.courses.asp> with details related to course outlines, locations, etc. Partners may enroll delegates at discounts applicable to them as per the discount schedule below.

On-site Training sessions are custom courses designed to address the needs of specific partners. With a minimum group size of 6 to be trained for at least 3 days, the On-site Training is fee-based and provided at partner hosted facility. Platform partners may purchase Onsite Training Class-Passes at discounts off the per student/per day local list price according to the following discount schedule and conditions:

Marketing Benefits	Select	Premier	Strategic
Platform Public Course, Worldwide	15% Disc.	25% Disc.	35% Disc.
Platform Public Course, Platform Canada	20% Disc.	30% Disc.	40% Disc.

Travel costs and other expenses, such as food and lodging, are additional costs to partners. Other conditions or limitations may apply due to partner location and availability of instructor or other resources. Partners incur all expenses associated with attending classes at Platform Headquarters in Markham, Ontario, Canada. Please contact the Platform Alliance Network Center at Alliances@Platform.com, or in the US, call toll free +1 (800) 390-8837; Canada, call +1 (877) 528-3676; or Direct, +1 (905) 948-8448 for additional information on Technical Training.

Partner Technical Consulting and Support: Platform offers Technical Consulting and Support as Professional Services to partners interested in engaging Platform Consultants in the release of partner's value-added products enabled on Platform's enterprise grid technology. Services may include application grid enablement analysis, design, development, and implementation. The specific services are driven by Statement of Work (SOW) and are priced on a Time and Materials basis. Information on Partner Technical Consulting and Support can be obtained by contacting the Platform Alliance Network Center at Alliances@Platform.com, or in the US, call toll free +1 (800) 390-8837; Canada, call +1 (877) 528-3676; or Direct, +1 (905) 948-8448.

Platform Validation Program: Platform partners play a critical role in creating value for our joint customers by extending and complementing Platform's grid infrastructure software to deliver enterprise business solutions. Platform offers the Platform Validation Program to all partners to accelerate the adoption of these solutions on Platform enterprise grid platform, and to provide our joint customers with the assurance that these technology solutions integrate with Platform's industry-leading grid software.

Platform engineers will perform validation and testing of partner application integration against Platform enterprise grid as a service, and upon successful completion and satisfaction of the integration interoperability, Platform Alliance Network will issue the "Platform Verified" logo and certificate, indicating to our partners and common customers that the specified partner applications were developed using a well-defined and approved set of Platform grid infrastructure Application Programming Interfaces (APIs), tested against Platform grid software, and have passed for interoperability and functionality.




Partners incur all expenses associated with providing requisite application operating infrastructure and personnel to support the validation and testing exercise. If validation and testing is performed on-site, travel costs and other expenses, such as food and lodging, are additional costs to partners. Other conditions or limitations may apply due to partner location and availability of Platform engineers, or other resources.

Partners may schedule time through the Platform Alliance Network Center at Alliances@Platform.com, or in the US, call toll free +1 (800) 390-8837; Canada, call +1 (877) 528-3676; or Direct, +1 (905) 948-8448, to validate and test their application(s), ensuring that the application(s) are well integrated with Platform products. Our fee structure for validation and testing services are as follows:

Platform Product	Version	# of days	Cost (USD)
Platform LSF	Latest Release	3	\$7,500 + \$2,500/Extra Day
Platform LSF License Scheduler	Latest Release	3	\$7,500 + \$2,500/Extra Day
Platform Symphony	Latest Release	3	\$7,500 + \$2,500/Extra Day
Platform Open Cluster Stack (OCS)	Latest Release	3	\$7,500 + \$2,500/Extra Day
Platform EGO	Latest Release	3	\$7,500 + \$2,500/Extra Day
Platform VMO	Latest Release	3	\$7,500 + \$2,500/Extra Day

Marketing Benefits

Use of Platform Alliance Network Branding and Logos: Branding is a key component of Platform Alliance Network. A partner's relationship with Platform is symbolized by the designated Platform Alliance Network logo. Customers large and small recognize Platform as a market leader and partners have the advantage of leveraging this valuable market position and brand strength each time the Platform Alliance Network logo is displayed. Platform partners are granted permission to proudly use and display the following partner branding and logos after meeting their respective logo requirements:

General Logo		Used by Partners who have formally enrolled in Platform Alliance Network
Special Logos		Used by Partners who have satisfactorily completed Platform Alliance Network Certification Program
		Used by OEM or ISV Partners for "Products" built on Platform's grid infrastructure
		Used by Partners whose products have been validated and tested by Platform Computing

Partner Presence on Platform WW Partner Web Site: Once becoming a member of Platform Alliance Network, partners will be highlighted on Platform Worldwide Partner Web Site. The appropriate Platform partner branding and logo will be alongside a brief description of the partner company, listing products and solutions provided by the partner. A URL linked back to the partner web-site will provide customers and prospect access to additional partner information. To secure a presence on Platform Worldwide Partner Web Site, a form is provided with your Welcome Kit. You may fill out this form and return it to the Platform Alliance Network Center at Alliances@Platform.com.

Partner Presence on Platform Intranet Sales Site (Visibility to Platform Sales): A key element of a successful partnership is visibility to Platform sales organization. Platform welcomes its partners on the Platform's Intranet Sales Site. This site, frequented by Platform's Sales Representatives, Channel Sales Managers, Business Development Managers, Platform Central (Platform Inside Sales Organization) and other sales and marketing personnel — provides visibility of all Platform partners, their products and solutions. Relevant contact information will be included to ensure partners are contacted in the event of sales leads or deals requiring partner solutions. To secure your presence on Platform's Intranet Sales Site, a form is provided with your Welcome Kit. You may fill out this form and return it to the Platform Alliance Network Center at Alliances@Platform.com.

Access to Partner Marketing Templates: Partners receive unlimited access to customizable go-to-market collateral and promotional templates with pre-defined Platform product content, market-ready messages and print-ready graphics. The templates can be used to articulate the value of the partnership, help generate demand, and assist in the selling process. The customizable collateral and templates include joint customer case studies, public relations templates, alliance overview templates, datasheet templates and promotional marketing campaign and event templates. The Welcome Kit provides you with instructions on how to access Partner Marketing Templates or you may send your request to the Platform Alliance Network Center at Alliances@Platform.com.

Platform User Conference Exhibiting and Sponsorship: Platform User Conference are Platform's largest marketing events where the latest products and innovations in Platform enterprise grid infrastructure technology are showcased to Platform's customers and prospects; IT and business management, decision makers, vertical/industry application vendors, financial and industry analysts and the press.

Platform partners may participate in a Platform User Conference by exhibiting and/or through sponsorship, enabling them to showcase their products and solutions, and network with key attendees. Sponsoring and exhibiting provides partners with the opportunity to:

- Strengthen brand awareness
- Generate leads
- Communicate their value proposition
- Demonstrate and promote Platform-related products, solutions and services
- Meet and exchange ideas with the Platform partner community and thought leaders

Partners will be notified several months in advance of the next Platform User Conference, providing enough time to prepare to take advantage of this unique and exciting grid event.

Access to Alliance Marketing Manager: Strategic Partners and eligible Premier Partners are assigned an Alliance Marketing resource to jointly develop and execute integrated marketing plans that fully leverage the unique strengths of each partner to increase and accelerate lead acquisition. Contact information for the assigned Alliance Marketing Manager is provided with your Welcome Kit.

Sales and Support Benefits

Sales Lead Registration: Platform Alliance Network partners are eligible to participate in the Sales Lead Registration program. This program is designed around a joint sales model where sales representatives from Platform and its partners jointly pursue sales opportunities. Platform provides partners with the opportunity to register joint sales leads to ensure partners get the resources needed to make the sale and close the deal. To register a joint sales opportunity, partners can contact the respective Platform territory sales representative, the designated Platform Alliance Manager; or contact the Platform Alliance Network Center. A Sales Lead Registration form is provided in your Welcome Kit and can also be accessed via the Platform Alliance Network Portal.

Channel Sales Manager (Resellers Only): Platform Reseller Partners are authorized to resell Platform enterprise grid solutions, education and services in conjunction with their own value-added services to their customers, across industry verticals and geographic boundaries. Platform Resellers are assigned a Platform Channel Sales Manager to coordinate and manage the relationship between the Reseller and Platform. The Platform Channel Sales Manager has overall responsibility for the productivity of the Reseller and helps to ensure the Reseller's license revenue commit level is tracking to business, marketing, and sales plan.

Participation in Platform Sales Kick-off: At the beginning of each fiscal year, Platform worldwide sales organization convenes for a Sales Kickoff meeting to review past year sales performance and to establish sales direction and strategies for the upcoming year. Activities include sales training, product training, product roadmap review, and strategic planning and networking.

Platform Strategic Partners are eligible to participate in and sponsor this unique sales event. Platform may also invite selected Primer Partners to participate and sponsor as well. Benefits of participation include, but not limited to:

- Opportunity to network and build relationships with Platform team members, including Platform global sales, system engineers, Alliance partner program, and marketing
- Exposure to the entire Platform sales organization
- Scheduled one-on-one meetings with Platform Executives
- Enhanced awareness of Platform products, solutions and services
- Partner pod to display and hand out partner products and solutions literature

Eligible Partners will be contacted several weeks in advance of the next Platform Sales Kick-off, providing partners enough time to prepare to take advantage of this unique and exciting sales meeting event.

Sales Training: Platform Strategic and Premier partners are eligible to attend and participate in free, live, and trainer-led sales training on Platform products and solutions. These sales training classes are offered at scheduled intervals during the fiscal year in conjunction with training for the Platform Sales Representatives, Platform Channel Sales Managers, and Platform Resellers. Eligible Partners will be contacted by the Platform Alliance Network Center via e-Mail when Platform Sales Training classes are scheduled. Select level partners may also attend Platform Sales Training classes; but at a negotiated price. Should there be such a need, Select level partners may send an email request to the Platform Alliance Network Center at Alliances@Platform.com.

Technical Support: All Platform Alliance Network partners are given access to the same world-class Platform Technical Support team that serves Platform's highly satisfied worldwide customer base.

Partners Technical Support for Platform products may be time-based depending on the partnership type and level. Your Partner Annual Enrollment fee, nevertheless, provides you with dependable and timely product issue resolution and new product releases, ensuring that you get the most out of your Platform Alliance Network partner investment. Highlights of the Technical Support offered to partners are:

- Flexible, reliable eSupport for issue reporting and status updates
- Software upgrades providing you with the latest features, functionality and reliability enhancements
- Highly skilled, responsive and customer-focused support technicians
- Rapid, effective, response time

Platform products for which support will be provided are:

- Platform Load Sharing Facility (LSF)
- Platform LSF HPC
- Platform LSF Multi-Cluster
- Platform LSF License Scheduler
- Platform LSF Analytics
- Platform LSF Reports
- Platform Open Cluster Stack (OCS)
- Platform Symphony
- Platform Enterprise Grid Orchestrator™ (EGO)
- Platform EGO SDK
- Platform VM Orchestrator™ (VMO)

To qualify for Technical Support, each partner must be a member of the Platform Alliance Network with paid-up Partner Annual Enrollment fee, must sign the Platform Support Services Agreement, and be granted a Non-Production Software License for one or more of the latest version of Platform's software use to prototype, develop with, test and demonstrate partner solutions. Information on how to access Technical Support will be provided at the time the partner becomes a member of the Platform Alliance Network.

A Partner may not receive Technical Support and may lose this benefit, if it is determined that such Partner is receiving Technical Support in support of a commercial production environments (internal or external), in the development and testing of internal projects or in projects where the partner is being paid by another party to custom develop a solution.

For additional information on Platform Support, you may view the Platform Support Data Sheet at <http://www.platform.com/Support/>

Access to Online Product Documentation: Platform Alliance Network partners may obtain Online Product Documentation on Platform products. To access Online Product Documentation follow the instructions provided in your Welcome Kit.

The Platform Online Product Documentation are offered free of charge and limited to the use in supporting the latest version of Platform software used for prototyping, developing, testing and demonstrating partner solutions.

A Partner may lose this benefit if it is determined that such Partner is using Platform Online Product Documentation in support of a commercial production environments (internal or external), in the development and testing of internal projects or in projects where the partner is being paid by another party to custom develop a solution. Platform Online Product Documentation.

Certified Partner Status: Platform Alliance Network partners play a critical role in creating value for our joint customers. As part of its continued commitment to building partners competency, Platform offers a comprehensive training and certification program that spans the entire Platform product line. The Platform Alliance Network Certification Program incorporates training in Sales, Products, Support, Grid-enabled Application Development and Implementation to help maximize the return on Platform grid technology. Upon successful completion of the Platform Alliance Network Certification Program, partners receive the “Platform Certified Partner” designation on an official Certificate, suitable for displaying in partners’ HQ lobby. This is your testimony to our joint customers that you are competent to serve the IT infrastructure life cycle — from sales to delivery, to deployment. Other unique benefits of the “Platform Certified Partner” designation include:

- Industry recognition and endorsement as a Platform Certified professionals
- Platform Certified Partners may use the Platform Certified Logo on business cards and collateral in compliance with the Platform Alliance Network Agreement.
- Credibility, customer confidence, and competitive differentiation
- Career advancement and professional development—Platform Certified professionals acquire skills that lead to professional and organizational success.

Within each certification, there are role-specific designation(s) or areas of “specialization”, facilitating a focused certification path. Today, Platform offers only the “Sales”, “Product” and “Support” paths to develop Sales and Technical competency. Certification is granted by passing the required exam(s).

Contact the Platform Alliance Network Center at Alliances@Platform.com, or in the US, call toll free +1 (800) 390-8837; Canada, call +1 (877) 528-3676; or Direct, +1 (905) 948-8448 for additional information on Platform Alliance Network Certification Program.

Program Requirements

Within the ISV, OEM, IHV, SI, Service Provider (SP), Reseller (RES) type of partnership, the Platform Alliance Network offers two (2) partnership levels: Select and Premier. There are no levels associated with Strategic partners.

Partners are tiered based on market impact, global reach and a mutual commitment to develop solution and markets. The requirements to qualify for each partnership level vary by partnership type, as defined below.

REQUIREMENTS	Partnership Levels	Partner Types						
		ISV	OEM	IHV	SI	SP	RES	STR
Partner Application ¹	Select	Yes	Yes	Yes	Yes	Yes	-	-
	Premier	Yes	Yes	Yes	Yes	Yes	-	-
By Invitation ²	Select	-	-	-	-	-	Yes	Yes
	Premier	-	-	-	-	-	Yes	-
Platform Executive Sponsorship ³	Select	-	-	-	-	-	-	Yes
	Premier	OPT	OPT	OPT	OPT	OPT	OPT	-
Partner Annual Enrollment Fee ⁴	Select	Yes	Yes	Yes	Yes	Yes	Yes	-
	Premier	Yes	Yes	Yes	Yes	Yes	Yes	-
Technical Skills Competency ⁵	Select	Yes	Yes	Yes	Yes	Yes	Yes	Yes
	Premier	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Sales Skills Competency ⁶	Select	-	-	-	-	-	Yes	Yes
	Premier	Yes	Yes	Yes	Yes	Yes	Yes	-
Product Validation by Platform ⁷	Select	Yes	Yes	Yes	-	-	-	Yes
	Premier	Yes	Yes	Yes	-	-	-	-
Assigned Partner Alliance Manager ⁸	Select	Yes	Yes	Yes	Yes	Yes	Yes	Yes
	Premier	Yes	Yes	Yes	Yes	Yes	Yes	-
Assigned Partner Marketing Manager ⁹	Select	-	-	-	-	-	-	Yes
	Premier	Yes	Yes	Yes	Yes	Yes	Yes	-
Assigned Account Manager ¹⁰	Select	-	-	-	-	-	Yes	Yes
	Premier	-	-	-	-	-	Yes	-
Platform Approved Reseller and Strategic Partners ¹¹	Select	-	-	-	-	-	Yes	Yes
	Premier	-	-	-	-	-	Yes	-
Demonstrate an ability to drive significant revenue through joint go-to-market activities with Platform ¹²	Select	-	-	-	-	-	-	Yes
	Premier	Yes	Yes	Yes	Yes	Yes	Yes	-
Invest Resources in Joint Solution and Market Development ¹³	Select	-	-	-	-	-	-	-
	Premier	Yes	Yes	Yes	Yes	Yes	-	-
Contribute a critical component or competency that completes or extends Platform's integrated solutions ¹⁴	Select	-	-	-	-	-	-	Yes
	Premier	Yes	Yes	Yes	Yes	Yes	Yes	-
Revenue Requirement for a rolling 12-month period ¹⁵	Select	-	-	-	-	-	-	-
	Premier	Yes	Yes	Yes	Yes	Yes	Yes	-
Meet or exceed target revenue attainment goals for a rolling 12-month period ¹⁶	Select	-	-	-	-	-	-	Yes
	Premier	-	-	-	-	-	Yes	-
Actively Engaging with Platform Globally ¹⁷	Select	-	-	-	-	-	Yes	Yes
	Premier	Yes	Yes	Yes	Yes	Yes	Yes	-
Sales Territory Assignment ¹⁸	Select	-	-	-	-	-	-	-
	Premier	-	-	-	-	-	Yes	-
Joint Business Plan ¹⁹	Select	-	-	-	-	-	-	Yes
	Premier	Yes	Yes	Yes	Yes	Yes	Yes	-

REQUIREMENTS	Partnership Levels	Partner Types						
		ISV	OEM	IHV	SI	SP	RES	STR
Whitepaper on Partner Product Integration and Value Proposition ²⁰	Select	Yes	Yes	Yes	Yes	Yes	Yes	Yes
	Premier	Yes	Yes	Yes	Yes	Yes	Yes	Yes

The following notes provide additional explanations of the requirements as they relate to the respective partnership type and levels:

Notes:

1. ISV, OEM, IHV, SI, and SP partners are required to fill out the Platform Alliance Network Application Form.
2. Resellers (RES) and Strategic (STR) partners join the Platform Alliance Network by invitation only.
3. An ISV, OEM, IHV, SI, SP, or Reseller partner may be eligible to join the Platform Alliance Network through Platform Executive Sponsorships (OPT). With such sponsorships, membership is limited to the Premier level; after which, the partner may re-qualify and apply for the Strategic level membership.
4. An annual fee of \$1995 (USD) is charged for either the Select or Premier level partnerships.
5. All partners are required to demonstrate "Technical Competency" by maintaining a staff of at least two (2) engineers trained in all aspects of Platform's products and technology as defined by the Platform Alliance Network Certified Partner Program.
6. All Premier level, Resellers and Strategic partners are required to demonstrate "Sales Competency" by maintaining a staff of at least two (2) people trained in the sales and sales support of Platform's products and technology, as defined by Platform Alliance Network Certified Partner Program.
7. Select and Premier level ISVs, OEMs, IHVs, and Strategic partners, are required to validate their product and/or software integration with Platform product(s) and technology.
8. All partners must maintain an assigned Partner Alliance Manager
9. Premier level and Strategic partners must maintain an assigned Partner Marketing Manager
10. All Resellers and Strategic partners must maintain Account Manager(s) to drive opportunities for both the partner and Platform Computing. The number of Account Managers will vary according to the partner's strategic goals and objectives, as established in the partner's joint business plan.
11. All Resellers and Strategic partners must be approved by Platform Computing regardless of how entry into the program is obtained. Approval will be based on geographic coverage and the strategic goals and objectives of the partnership as established in the partner's Business Plan.
12. All Premier and Strategic partners must demonstrate an ability to drive significant revenue through joint go-to-market activities with Platform. An agreed to go-to-market plan will vary by geography and the strategic goals and objectives of the partnership as established in a joint business plan.
13. Premier partners are required to invest resources in joint solution and market development.
14. All Premier and Strategic partners are required to contribute a critical component or competency that completes or extends Platform's integrated solutions. This will vary by geography and the strategic goals and objectives of the partnership as established in a joint business plan.
15. Premier partners are required to generate revenue that includes Platform's products for a rolling 12 month period. The rolling 12 month period revenue that includes Platform's product revenue will vary by geography and the strategic goals and objectives of the partnership as established in a joint business plan.
16. Premier level Resellers and Strategic partners must meet or exceed target revenue attainment goals for a rolling 12-month period. The target revenue will vary by geography and the strategic goals and objectives of the partnership as established in a joint business plan.
17. Resellers and all other Premier and Strategic partners are required to actively engage with Platform Sales and Marketing teams, globally.
18. A Reseller partnership, once approved by Platform Computing, is assigned a sales territory to which the Reseller is required to resell Platform's products, education and services to their customers in certain verticals.
19. All Premier level and Strategic partners are required to develop and execute on a joint business plan.
20. All partners are required to develop a Technical and/or Business White Paper describing its product integration/interfaces to the relevant Platform product(s) and to include the associated end-user value propositions as a joint solution.

Partner Membership Application Process

Platform has defined processes for managing the full breadth of the Alliance Partner activities. This section highlights application and renewal processes and describes the basis for changes in the Platform Alliance Network program, including limits on the participation in and availability of partnership benefits.

New Application Process

Companies considering a partnership with Platform Computing should review the program requirements described in the previous section of this document (Platform Alliance Network Program Guide) and complete the online Platform Alliance Network Application Form at www.platform.com/Partners/partner.application.htm and agree to the terms and conditions in the Platform Alliance Network Agreement.

The Platform Alliance Network program team will review the prospective partner's application and respond via email within fifteen (15) business days thereafter as to whether the partner has been accepted into the Platform Alliance Network.

Following full execution of the Platform Alliance Network Agreement, partners will be invoiced for the Partner Annual Enrollment Fee; and upon satisfaction of application requirements (if any), the partner will be eligible to receive the benefits that correspond to the partner's assigned partnership type and level.

Copies of the Platform Alliance Network Agreement, and answers to questions pertaining to the Platform Alliance Network application and enrollment can be obtained by contacting the Platform Alliance Network Center at Alliances@Platform.com, or in the US, call toll free +1 (800) 390-8837; Canada, call +1 (877) 528-3676; or Direct, +1 (905) 948-8448.

Renewal Application Process

Membership in the Platform Alliance Network is for a 1-year term. At the end of the 1-year term, partners need to renew their membership by submitting an online renewal application and agreeing to the terms and conditions in the then Platform Alliance Network Agreement. Thirty (30) days prior to the expiration of the partner's term in the program, a notification email with a link to the online renewal application will be sent to the partner's designated Partner Alliance Manager. If no action is taken, a second notice will be sent to the partner's designated Partner Alliance Manager and designated Partner Marketing Manager on the expiration date.

Partners with questions about renewing their membership can contact the contacting the Platform Alliance Network Center at Alliances@Platform.com, or in the US, call toll free +1 (800) 390-8837; Canada, +1 (877) 528-3676; or Direct, +1 (905) 948-8448.

Partners Limitation on Participation and Availability of Benefits

Platform Computing created the Platform Alliance Network to develop and support a robust partnership ecosystem to support joint customers. To this end, Platform may from time to time revise the Platform Alliance Network program and its associated requirements and benefits in response to changing market conditions or to incorporate best practices. This process of continually improving and updating the Platform Alliance Network program enables Platform to better meet the needs and requirements of all partner types and levels.

In connection with its administration and management of the Platform Alliance Network, Platform reserves the right to enroll partners at its discretion and to limit the participation and availability of all benefits, in whole or in part, to partners. Participation in all types and levels of the Platform Alliance Network program is at Platform's discretion and by approval of Platform Computing.

The Platform Alliance Network Agreement will set out the Partner's obligations including the specific commitments made by the Partner for the particular "partnership level" selected. In the event that a Partner breaches any term of the Platform Alliance Network Agreement, Platform shall be entitled to seek whatever legal and/or equitable remedies that are available to it, including but not limited to, downgrading the partnership level, suspending benefits, and/or terminating the Platform Alliance Network Alliance Agreement.