# Sage ERP X3
# developer ecosystem

Why develop with Sage?

sage

Our customers are always looking for new ways to enhance their Sage experience and get the most from their software, scaling as they grow.

However, we would not be able to support our ever-growing customer base of over 6 million customers worldwide without you, our developer community, at our side – providing a rich ecosystem of quality customized and integrated solutions that meet their unique business needs, giving them greater freedom to succeed.

# Grow forward with us.
# Quickly. Fast. Globally.

If you offer developer services or design a software application for a specific industry or to support a specific technology that adds value to Sage ERP X3, don't miss out on this new opportunity to partner with Sage.

# The advantages and value of partnering with Sage ERP X3 as a Developer partner

Create a competitive advantage for your business by offering customized and integrated Sage ERP X3 solutions, and gain increased exposure to our customers – globally.

With a growing installed base of 4,800 customers in 100 countries worldwide, Sage ERP X3 is Sage Group's global ERP solution for midsized and larger companies as well as subsidiaries of large groups with international demands. A simple, flexible and functionally rich web-native ERP solution which lets you leverage the customization and integration possibilities of its development platform.

The Sage Certified Development Professional and Sage Certified Solution programs provide the structure to help you excel with us.

**Our programs in a nutshell**
**What we provide**

- A pathway to integrate your solutions to Sage ERP X3.
- A training program to help you establish and maintain the skillsets you need.
- Sage-recognized certifications for your employees and solutions.
- Incremental revenue opportunities.

## Certify your people

The Sage ERP X3 Certified Development Professional Program provides your developers with the essential training needed to develop quality customisations and integrations for Sage ERP X3.

**Benefits**

**For your developers**
- Skills - that will help them be more productive in the workplace.
- Recognition - Sage certification is a valuable qualification, and Developers earn the right to carry the Sage Certified Development Professional logo.

**For your business**
- Increase your employees' competency, efficiency and productivity.
- Encourage a culture of professional development and excellence amongst your workforce.
- Keep your developers up to date on the latest X3 version releases, training and development tools

**Fee: $3,000 first year**
$1,000 annual renewal

## Certify your solutions

The Sage ERP X3 Certified Solution Program is designed to give customers peace of mind when choosing third-party integrated products, and also help Developers gain powerful marketing leverage against non-certified competitors. Purchasers and implementers of Sage Certified Solutions can be assured they follow certain minimum standards, and have passed certain minimum tests for installation, functionality, design architecture, and feature support.

**Benefits**

**Bolster credibility and confidence**
Solution Certification gives customers the confidence to invest. It gives our Business Partners confidence to build relationships with Sage Developers they can trust to work with their customers, and add more value to their business.

**Reach a broader customer and channel base**
Your solution will be listed on Sage price sheets and promoted online.

**Differentiate your business from the competition**
We'll send you the 'Sage Certified Solution' logo, which can be used on your company website, product packaging and other marketing materials to differentiate your product to Sage customers.

**Incremental revenue opportunities**
You receive a revenue share from sales of your solution.

**Fee: $8,500 per certified solution per year**

# Want to start?

## Follow the path!

To develop customized and integrated solutions for Sage ERP X3,
complete steps 1 and 2

To become a Sage ERP X3 Certified Solution provider,
complete steps 1 through 5

### 1
### Sage ERP X3 Certified Development Professional

**One Sage ERP X3 Certified Development Professional on staff**

Submit the Sage ERP X3 Certified Development Professional Program application to Sage

Pay program training fees

Attend courses as required and pass assessments

Maintain Sage ERP X3 Certified Development Professional status and pay annual renewal fees

**Costs: $3,000 first year**
(training and manuals)

### 2
### Sage ERP X3 Development Care plans

**Software, tools and support resources**

Sign the Sage License and Support agreement

Purchase and maintain a Sage ERP X3 Development Care Plan

**Costs: $5,000 per year**

### 3
### Sage ERP X3 Certified Solutions

**Solutions tested and certified by Sage**

Submit the Sage ERP X3 Certified Solution program application to Sage

Pay annual fee

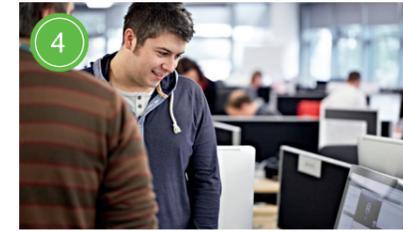Sign the Sage Certified Solution agreement

Pass certification testing

Maintain one Sage ERP X3 Certified Development Professional on staff

Maintain Sage ERP X3 Development Care plan

Maintain version compliance against the latest version release of Sage ERP X3

**Costs: $8,500 per year**

### 4
### Sage price lists and website

**Get your solution listed on our Sage price lists and website**

You provide us with the details about your product, including pricing and sales enablement collateral

We equip you with a marketing kit, a Sage ERP X3 Certified Solution logo, SEO and SEM optimization best practice recommendations, a press release template, an email template and website copy

We promote your solutions with e-newsletter announcements, email blasts, social media reach activities – and more

### 5
### Sage customers

**Market your solutions with us**

We promote your solutions to our Sage ERP X3 channel partners and sales teams, installed base end users, and new prospect customers

Exhibit at Sage Summit, our premier customer and partner event

Support joint sales and marketing activities with us and our channel partners

… and expand your business!

## Apply now!

If you'd like to join, or find out more about what the Sage ERP X3 Certified Solution program can do for your business, contact us at X3developerinfo@sage.com or visit our website www.sageerpx3.com for more details.

**For existing Sage ERP X3 developers:** We encourage you to become familiar with the new programs as soon as possible.

We welcome you to apply to the Sage ERP X3 Certified Solution program before your annual program subscriptions expires.

Contact us and we will work with you to transition to our new programs!

**sage**

Sage provides small and mid-sized organizations with a range of easy-to-use, secure and efficient business management software and services – from accounting, HR and payroll, to payments, enterprise resource planning and customer relationship management. Our customers receive continuous advice and support through our global network of local experts to help them solve their business problems, giving them the confidence to achieve their business ambitions.

Formed in 1981, Sage was floated on the London Stock Exchange in 1989 and entered the FTSE 100 in 1999. Sage has millions of customers and 12,975 employees in 23 countries covering the UK & Ireland, mainland Europe, North America, South Africa, Australia, Asia and Brazil.

www.sage.com