



## PARTNERSHIP FEATURES & BENEFITS AT A GLANCE

Mandriva Partnership Level	STANDARD	SILVER	GOLD
<b>REQUIREMENTS</b>			
Annual Program Fee	<b>Free</b>	<b>\$599 / €483</b>	<b>\$1,499 / €1210</b>
Website	----	----	Yes
Business Plan	----	----	Required
Annual Revenue Commitment	----	----	Yes
Contract	----	1 Year	1 Year
<b>BASE BENEFITS</b>			
Mandriva Products & Services	30% Discount over public price	Contact us	Contact us
Partner Online Platform	Yes	Yes	Yes
Mandriva Partner Welcome Kit (NFR)	----	2 products	4 products
Partner Knowledge Base Wiki	----	Membership Standard	Membership Silver
Mandriva Product Maintenance Account	----	Yes. Only for personal product range	Yes. Personal and professional product range
Credit Term	----	15 days	30 days
Beta Community Software	----	ISO	ISO and CDs
Product Customization	----	----	Specific case basis
Status as Authorized Mandriva Partner.	----	PDF	PDF and Hard Copy
Partner Workshops	----	Yes, on a regular basis.	Yes, on a regular basis.
Volume Discount Pricing Option	----	available	available
Authorization to Display Partner Logo	----	Yes, only for the Silver logo	Yes, only for the Gold logo
OEM / System Builders	Buy from partner online platform	Buy from partner online Platform	Partner online Platform & License to product in-house
Hardware Certification Kit*	----	-----	Yes

<b>DEVELOPMENT SUPPORT BENEFITS</b>			
Dedicated Manager	----	----	Yes
Mandriva Manual/Guide	----	PDF	PDF and Hard Copy
Priority Mandriva Support	----	Email	Email & Phone
Direct Communication with Marketing & Sales Team	----	Email	Email & Phone
Pre-sale Consultancy on Mandriva Linux Projects	----	Online only	Online, Phone and On-site (subjective to project)
Product Announcement Roadmap	----	Yes	Yes
News Flashes/News Letters	Yes	Yes	Yes
<b>CO-MARKETING OPPORTUNITIES</b>			
Web Listing of Partner	----	Yes	Yes
Joint PR	----	----	Yes
Product & Company Presentations	----	Yes	Yes
Competitor Products Comparison Presentations	----	Yes	Yes
Product Sheets	PDF	PDF	PDF and Hard Copy
Mandriva Products Comparison Sheet	Yes	Yes	Yes
Posters/ Stickers/ Mouse Pads	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)
<b>TRAINING BENEFITS</b>			
MCTC*** basic level	---	---	\$999 / € 899
Mandriva online training platform	\$4,499 / € 4049	\$3,599 / € 3239	\$3,149 € 2835
Discount on volume purchase of training material	---	---	Available
Authorization to display Training Partner Logo	---	---	Yes
Rental- Virtual Classroom (online synchronous server)	Contact us	Contact us	Contact us

Purchase - Virtual Classroom (online synchronous server)	Contact us	Contact us	Contact us
Certification of training material	---	---	\$ 1049 / € 945 for 400 pages
Proofreading	---	---	\$ 349 / € 315 per hour
LPI examination session	Contact us	Contact us	Contact us
Rental – Training room in Paris	\$ 600 / € 540 per day	\$ 550 / € 495 per day	\$ 500 / € 450 per day

\* only for OEM partners.

\*\*only applicable at the time of volume purchase

\*\*\*MCTC : Mandriva Certified Training Center

## PLATINUM LEVEL

The exclusive Platinum Membership include all the benefits of gold plus some additional benefits. e.g.

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

To extend your level from Gold to Platinum, please contact us  
[bispartner@mandriva.com](mailto:bispartner@mandriva.com)

## PARTNERSHIP PROGRAM DEFINITIONS

### Partner Membership Requirements

**Annual Program Fee:** Standard-free; Silver-\$599 / € 483 annually; Gold-\$1499 / € 1210 annually.

**Website:** Partner must have a functioning website.

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

**Revenue Commitment:** Gold 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.

**Partner Online Platform:** Free access to partner on line platform where the partner can find discounts on Mandriva products, services and goodies.  
<http://www.mandrivapartner.com>

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

- **Mandriva Club Resell** : Discounts on the user Club Resell.  
<http://www1.mandrivalinux.com/en/club/>

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

***PERSONAL Product Range:***

- Discovery
- PowerPack
- PowerPack+
- Move

***PROFESSIONAL Product Range :***

- MNF
- Corporate Server
- Corporate Desktop

-Silver partners can choose 2 products from Personal range.

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

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

**Partner Knowledge Base Wiki:** Access to Mandriva Partner Club Forum, access to the knowledge base, where partners obtain advice, or leave suggestions in Partner's Chat Rooms...

**Mandriva Product Maintenance Account:** Access to Mandriva's online account for updates /bugfixes/ patches/ new drivers etc.  
<http://www.mandriva.com/mandrakeonline>

**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 visit <http://www.mandriva.com/partners/psmp>

**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...



**OEM Program\*\*:** Special partner program for OEMs to increase their benefits.

**Hardware Certification Kit\*\*:** Special OEM kit designed for self-certification.

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

\*\*only for OEM partners..

### 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 consultanting 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 Certified Training Center (MCTC) :** Optional annual subscription fee for Mandriva Training program. For more information about MCTC please visit <http://www.mandriva.com/partners/training>

**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.



- **Mandriva Training Kit:** Discounts on Training Kits.  
<http://www.mandriva.com/partners/training/catalogue>

***LPI Packs:***

- Linux Systems Administration
- Linux Networks Administration
- Linux Advanced Systems
- Linux Advanced Systems Administration

***Mandriva Packs: {Only available for Mandriva Certified Training Center (MCTC)}***

- MCB : Mandriva Certification for Beginners
- MCU : Mandriva Certification for Advanced Users

***Others Packs:***

- Introduction to Linux
- Real-time Programming with Linux
- Programming of Peripheral Pilots

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

**Rental Virtual Classroom (online synchronous server) :** Mandriva offers partner's online training server. If partner want to propose eTraining lessons with synchronous tools of collaborative work like webcam, applications sharing etc.

**Purchase - Virtual Classroom (online synchronous server) :** Mandriva proposes several possibilities to purchase a synchronous training server.

**Certification of training material :** Mandriva can validate & certify partner personal training lessons if needed

**Proofreading** : Mandriva can provide professional proofreading services on demand

**LPI examination session** : Mandriva can organize examination sessions for partner for conducting LPI 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.com](http://www.partner_company_name.mandriva.com)

**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.com](mailto:partner_company_name@mandriva.com)

*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-24112005-DF002*

**Contact email:** [bispartner@mandriva.com](mailto:bispartner@mandriva.com)