

SCDN Program Guide

Objective

It is our goal to create a ShipConstructor Developer Network (SCDN) community that provides the best solutions to shipbuilders worldwide.

The SCDN community is intended for 3rd party developers (**Commercial Partners**) developing software solutions for sale to ShipConstructor users, and for ShipConstructor users who want to develop in-house solutions (**Client Partners**) to utilize the full power of the ShipConstructor product model.

As a Commercial Partner joining forces with ShipConstructor, you have a significant opportunity to promote and market your company through the SCDN. Together, we will help our customers to excel in a competitive market.

As a Client Partner, you will be able to enjoy significant cost savings and quality improvements by interfacing the wealth of information stored in the ShipConstructor product model databases with related company processes such as enterprise resource planning, accounting, and production automation equipment.

We will be happy to assist our Partners with idea development and generation of project specifications for a successful integration with ShipConstructor.

SCDN Partner Requirements

Complete SCDN Application

Complete the SCDN Application and submit it to ShipConstructor Software Inc. (SSI). For Commercial Partners, the SSI Team will review your application to see if a partnership offers value-added solutions for joint clients that are aligned with SSI's strategy.

Sign SCDN Agreement

Upon approval, SCDN Partners are required to sign the SCDN Agreement. The annual program fee is calculated at 2% of installed ShipConstructor licenses value, with a minimum of \$995¹ per annum. Membership in the program is effective until the end of a calendar year, with a minimum of three months. Any memberships starting after September 30 will last until December 31 the following calendar year. The costs will be pro-rated. The membership will not be automatically renewed. Partners will be contacted 30 days prior to membership expiry with regard to a renewal.

Designate a Point of Contact

Partners are required to identify two specific "Named" contacts for SSI:

- One business contact covering business aspects of the partnership
- One technical contact covering development aspects of the partnership

Demonstrate the Value of the Combined Solution

Commercial Partners are asked to articulate the value of the combined solution from the customer's point of view. Client Partners are encouraged to demonstrate the interoperability of their solution with SSI product(s).

¹ Prices are in US Dollars, and are subject to change without notice.

Sharing the Success Stories

SSI gives all Partners the opportunity to promote their company and product(s) on the ShipConstructor website.

Commercial Partners will be promoted for up to 12 months without a customer success story. To remain promoted on the website, customer success stories need to be submitted once a year after the initial 12 month period. Commercial Partners need to ensure customer approval prior to submitting the success story.

Client Partners are also encouraged to submit customer success stories, although success stories are not a requirement for promotion on the website.

SCDN Partner Benefits

Marketing Support

Company Profile on SSI Website

The Partner's company and product profile will be featured in the Partner directory of the SSI website. Note that Commercial Partners must provide at least one valid customer success story within 12 months after signing up for the program to remain featured on the SSI website. Client Partners developing for in-house use will be promoted if explicitly requested.

SCDN Partner Logo

Partners will be given permission to use the SCDN logo once they have provided SSI with a valid customer success story. Use of the SCDN logo will be subject to the terms and conditions outlined in the SCDN Agreement.

SCDN Product Information

Partners will have access to electronic versions of all ShipConstructor product information, Application Programming Interface (API) white papers, reference guides and how-to docs through the SSI website.

Sales Support

Annual Review

The SSI contact assigned to the Partner will make every effort to communicate with the Partner at least once a year to review progress, discuss joint strategies and share partnering insights, thus ensuring strategic alignment.

Software & Technical Support

ShipConstructor Licenses

SSI grants qualifying Partners the use of ShipConstructor software during the term of the partnership agreement for training, demonstration and integration purposes.

Documentation

SSI will provide Partners with the ShipConstructor DataLayer API and documentation for development.



Technical Support

The SCDN Support Team will provide reasonable long distance technical support by phone and email, which is not intended as a substitute for SCDN API training (see below).

Beta Partner Program

Partners will receive access to the ShipConstructor Beta program. Within this program, Partners have the opportunity to evaluate early releases and provide feedback to SSI.

Training

SCDN API Training

SSI will schedule 3-day training classes several times a year at SSI's Headquarters in Victoria, BC, Canada. Partners are responsible for their own expenses and need to bring their own laptop computers.

ShipConstructor Mentor Weeks

API experienced Partners can arrange for ShipConstructor Mentor Weeks. During the Mentor Week, Partners can send up to three employees to SSI's headquarters where they will be developing software with help and advice from our developers. An API specialist will be available to answer any development questions and our other experts will be available to answer any shipbuilding-related questions. The price for the Mentor Week is \$950.00² per week.

² Prices are in US Dollars, and are subject to change without notice.