optimize

your

competitive

edge

4D

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Why join the ACI US Partners Program?

THE ACI US PARTNERS PROGRAM optimizes your investment in 4th Dimension (4D) by providing the timely technical information and support necessary to advance your business— whether you are an in-house corporate developer or an independent developer.

The Partners Program recognizes that both in-house corporate developers and independent developers share a need for technical support, readily accessible product information, and the opportunity to increase their technical skills through interaction with other developers.

The ACI US Partners Program gives you a competitive edge as a business solutions provider. The Partners Program has just been revised to add features that will benefit you. Don't overlook this tax-advantaged investment in your success!

TECHNICAL SUPPORT

You want answers to technical questions in real time. The Partners 800 hotline is your real-time resource. ACI US technical support engineers have the answers. The average ACI US technical support engineer has five years of experience working with 4D. ACI US technical support engineers have the latest PCs and Macs in configurations that match those you use. Technical support lines are answered from 6 AM to 5 PM (Pacific time) Monday through Friday. Each Partners Program membership includes assistance with up to 24 cases or incidents per year.

PARTNERS FTP SITE

The FTP site contains the most recent ACI US product updates and company information. Only Partners can access the site. The FTP site is also prime space for Partners to share information with one another.

TECHNICAL NOTES

Engineers from both ACI US and ACI share their 4D product knowledge through monthly technical notes. Some examples: a technical note may provide information that is not found in product documentation, a new way to handle a technical problem including example databases, or insights into how you may enhance your applications.

PARTNERS CD

The Partners CD, distributed quarterly, includes development tools, utilities, code examples, sample databases, and technical documentation, such as technical notes.

▶ The Partners CD contains all the documentation for the 4D product line, release notes, and bug fix lists in both PDF and link formats.

▶ Each Partners CD contains all 4D technical notes published since 1987.

▶ Example databases demonstrate various programming tips and illustrate techniques explained in technical notes.

▶ Each Partners CD contains all Partners newsletters published since 1990 and a table of contents of all previous Partners CDs.

PARTNERS NEWSLETTER

The monthly Partners newsletter provides product releases, pricing, advertising, and marketing information. It also contains a monthly tech tip, summarizes current technical notes, and lists training opportunities at 4D University.

EDUCATION

Training discounts

Partners enjoy a $100 discount on any ACI University course. Courses for new and experienced developers are held in Silicon Valley and throughout the U.S.

4D Summit Conference discount

Partners get discounted registration fees to the annual 4D Summit Conference —a four-day mix of technical, business, and social opportunities that refreshes your 4D knowledge, your contacts, and your spirit.

SOFTWARE

Product discount

25% discount on all 4D products. Partners take 25% off whether they buy for their own use or for their clients.

Beta program

Partners have access to pre-release beta versions of 4D. Preview future features, plan upgrades for your own applications, and smooth your transition to next-generation product.

Product updates

All major releases, upgrades, and updates are available on both the Partners FTP site and on the Partners CD. The CD lets you skip up to an eight-hour download when you update your clients and yourself to the latest version of 4D.

MARKETING SUPPORT

In addition to technical benefits, Partners get the tools to attract and maintain clients. Partnering with ACI US grows your business.

Leads referral program

Each Partner can post 25 MB on the ACI US web site to tell his/her story to the world. In the March–April 1998 audit period, the ACI US web site averaged over 10,000 hits per day. Would you like to say who you are and what you can do to an audience of that size?

Also new in 1998: ZIP code, SIC code, and functional directories allow potential clients to pinpoint the developer that best matches their skill requirements or really knows their functional area of interest.

Each hit on your page on the ACI US web site generates a referral alert to you.

Compare posting your skills, experience, and interests on the ACI US web site with the visibility you gained from any other marketing or advertising you've ever attempted. Don't forget that the ACI US site is linked to at least 300 search engines to funnel potential customers to you.

Demo Solutions CD

The Demo Solutions CD highlights the products and services of our Partners. ACI US distributes the demo CD at COMDEX, PC Expo, Macworld, and other trade shows and by request. Our web site and all our ads feature the demo CD.

Trade show participation

Partners enjoy discounts on booth space at trade shows where ACI US participates. Apart from the big shows in New York, Las Vegas, and San Francisco, ACI US also participates in regional shows throughout the US. Partners may display marketing literature in the ACI US booths at no charge.

Distribution of your marketing collateral

Articles in the Partners newsletter or flyers that accompany it are avenues for Partners to promote their products to other 4D developers. ACI US and the developer community also produce the 4D Companion Products and Resources catalog, which is included with each copy of 4D and 4D Server.

In addition, Partners may use the ACI US customer database for direct mail campaigns.

Use of 4D logo

Partners highlight their close association with ACI US and its active development community by using the 4D Solutions Partner logo on their products, marketing collateral, and business cards. Use of the 4D logo links you and your business to the global 4D community of 8,000 registered developers. Logos can be found on each Partners CD.

4D product literature

Marketing collateral such as 4D product data sheets, white papers, and the 4D Companion Products and Resources catalog are available on the Partners FTP site and on the Partners CD.

Partners may obtain printed copies of 4D product literature and white papers for use in client presentations.

Success stories

ACI US publishes success stories—business solutions created in 4D by our Partners. Our staff works closely with contributors to highlight creative uses of 4D. Copies of success stories may be downloaded in PDF format from the ACI US web site or requested from Partner Services. They are an important part of trade show collateral.

Sales support for presentations

ACI US staff are available upon request to assist you with questions from potential clients about ACI or its products. ACI US officers and staff respond either with you or directly and may be available to accompany you to client meetings or presentations.

ACI US Partners Program registration

Please photocopy and fax or mail this form to ACI US Customer Service.

_____
Name

_____
Title

_____
Company

_____
Address

_____

_____
State, ZIP

_____
Tel

_____
Fax

_____
Email

Would you like to receive timely product and company information via email?

□ Yes   □ No

MEMBERSHIP OPTIONS

□ **Solution Partners** are independent developers who receive the full range of technical and marketing benefits.

One year
$799

□ **Corporate Partners** receive the full range of technical benefits, but do not utilize the marketing benefits.

One year
$699

□ **Introductory/Trial Members** receive most of the benefits to discover how the program works for them.

Three months
$299

This one-time option is available only to developers that have not been ACI US Partners Program members since January 1, 1997.

PAYMENT

□ MasterCard

_____
Cardholder

□ Visa

_____
Card number   Expires

□ AmEx

_____
Authorized signature

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