

# TRM Software Reseller/Referral Program

## Deploying Maximo for your Customers?

### You will want to add TRM Software to your Toolkit!

Total Resource Management (TRM) firmly believes that any asset-intensive, complex organization that uses Maximo to manage their assets (production, facility/property, IT, transportation) would benefit from TRM RulesManager and other software designed specifically to improve the productivity and configurability of Maximo.

We have developed a reseller and referral channel for partners to make TRM Software more easily available to their customers.

Our partner channel is set up to allow partners flexibility in terms of how much they wish to be involved in the sales cycle by designating themselves as either Referral Partners or Resellers.

### Referral Partners

Referral partners understand the value that TRM Software will bring to their Maximo clients and will refer them to TRM. TRM consultants will then move the prospective client through the sales process and to close. Our referral partners will then receive a percentage of the final sale price of the licenses.

### Referral Partner Benefits

Referral Partners will receive a finder's fee on license fees for referring a prospective client to TRM. We will increase the finders's fee if they actively participate in the sales cycle by performing various sales activities such as demonstrations, proofs-of-concept, and product comparisons. One free

### Requirements for the Reseller program

- Demonstrate product to client
- Train at least one sales/marketing resource
- Train at least one technical resource
- Provide application deployment support
- Provide the first line of support for resellers customers
- Provide regular feedback on the product and future enhancements
- Posses legal copy of Maximo
- Provide initial Sales Plan when submitting signed agreement
- Provide monthly Sales Forecast reports
- Provide quarterly Sales Summary
- Provide annual Sales Plan
- Attend TRM software training annually
- Assign quarterly sales quotas
- Sign a separate Software Demonstration License Agreement

software product license will also be provide to Referral Partners who are interested in demonstrating the product to a prospective client.

### Reseller Partners

TRM's reseller program is intended for partners who have demonstrated an excellent track record in the EAM industry and are willing to make a commitment to actively promoting the value of TRM's software products to their

clients. Reseller partners receive significant discounts from the list price of the software and have flexibility in determining their margin.

## Reseller Partner Benefits

As a Reseller Partner, you will receive a discount off the list price for licenses. Additionally, one free TRM Software license will be provided.

## Become a Channel Partner and Receive:

### Marketing Support

TRM will provide marketing collateral, including brochures, whitepapers and customer testimonials.

### Scheduled Demonstrations

TRM holds regularly scheduled software webinars. All partners need to register their clients before the webinar. Partners may request a demonstration for a specific client as long as they give their partner channel director one week notice.

### Training Support

Free training is provided for partner representatives twice a year at TRM's Corporate Office in Alexandria, VA. Partners are required to send at least one representative annually.

### Customer Support

TRM technical support will be the first-line customer support for your TRM Software customers. Your customers that are up-to-date on their ACSP (Annual Customer Service Plan) will receive automatic upgrades, patch releases and technical support.

### Lead Registration

All leads will need to be registered with TRM. Ownership of accounts will be on a first-come, first-served basis. TRM will provide an online registration form and database for leads and will track registered leads.

To learn more about becoming a TRM Software Partner, contact [partnersupport@trmnet.com](mailto:partnersupport@trmnet.com) or visit our website at [http://www.trmnet.com/about/partners\\_entry.html](http://www.trmnet.com/about/partners_entry.html).

## Eligible Software for Partner Channel

### TRM RulesManager

TRM RulesManager SE exposes all of the power of IBM Maximo to developers, administrators and business analysts in the most intuitive, menu-driven, content-assisted, integrated development environment. It enables faster implementations, easier configurations and cost savings over the entire Maximo lifecycle.

RulesManager can be used to create custom applications for Maximo to suit an organizations' business requirements.

### TRM Lockout Tagout Manager

TRM Lockout Tagout Manager is an add-on for Maximo that allows your personnel to quickly and efficiently prepare, approve, track and audit lockouts and tagouts.

TRM Lockout Tagout Manager allows you to store and maintain OSHA 1910.147 required pre-written lockout/tagout procedures. These procedures are then used to develop required lockouts and tagouts.

### TRM STS - Safety Tagging System

TRM Safety Tagging System Software (TRM STS®) standardizes the lockout/tagout process for maximum worker safety and airtight audit traceability. TRM STS (Safety Tagging System) is a client server solution that can be a stand-alone solution or can be integrated with a variety of enterprise asset management systems, including Maximo.

### TRM ConstructionManager

TRM ConstructionManager™ brings construction and renovation projects into a single view with a single application that integrates smoothly with Maximo®, MS Project®, and Primavera.

Track bids, jobs, change orders and warranties; view and update project details and generate reports that show you the big picture – with more control over costs, resources and deliverables across your company.