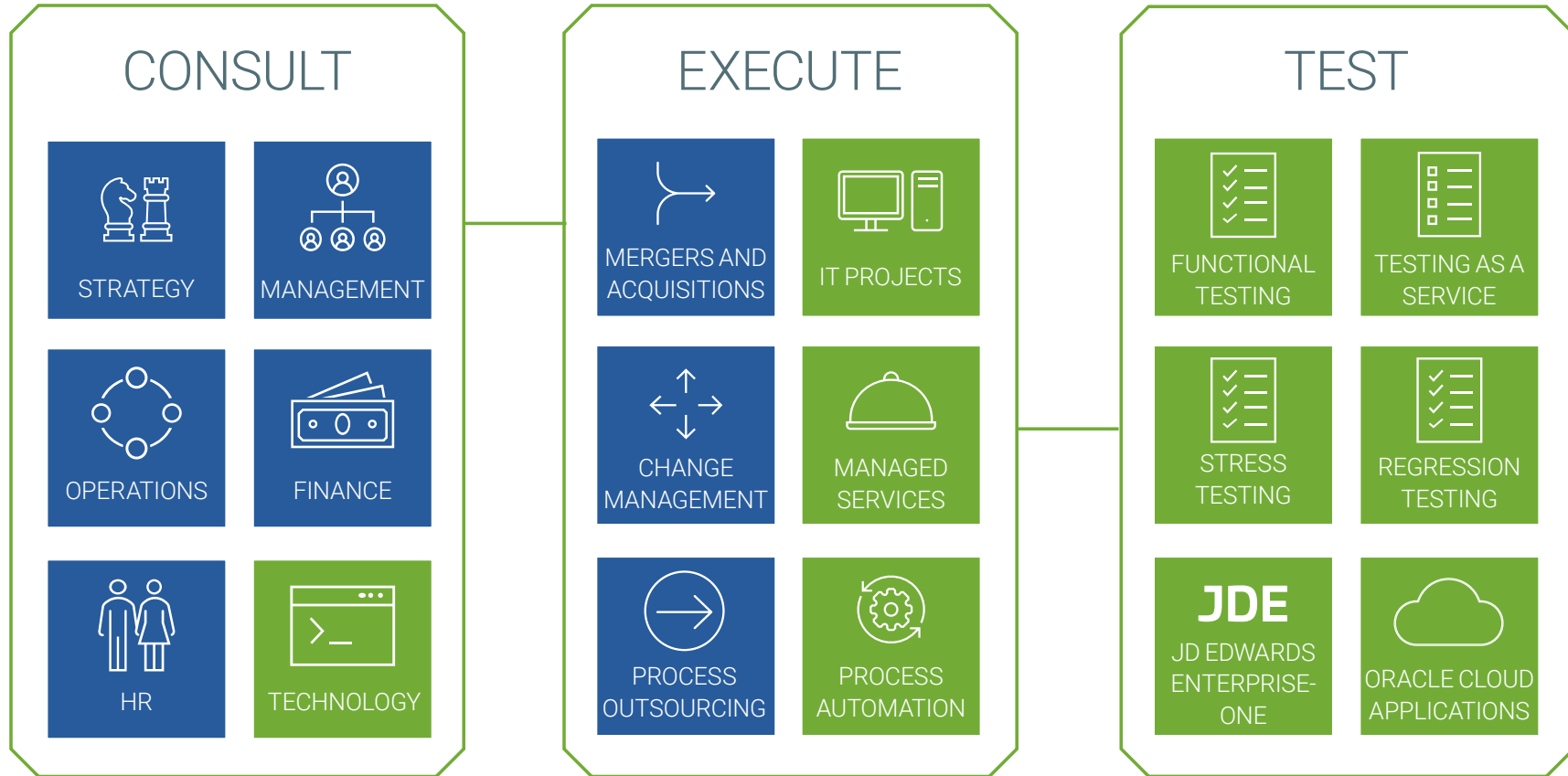


PARTNERING WITH DWS



THE SERVICE OPPORTUNI-



 SERVICES SUPPORTED WITH DWS

PARTNERING WITH DWS

UNLOCKING **SERVICES** **REVENUE**



RELY

Deliver unique service using proven, specialist **JD Edwards** and **Oracle Cloud Apps** testing solutions



RESELL

Enable your customers to get hands on and directly **benefit by testing smarter**



REFER

Become a trusted advisor and selectively share the sales effort by including DWS

WORKING TOGETHER

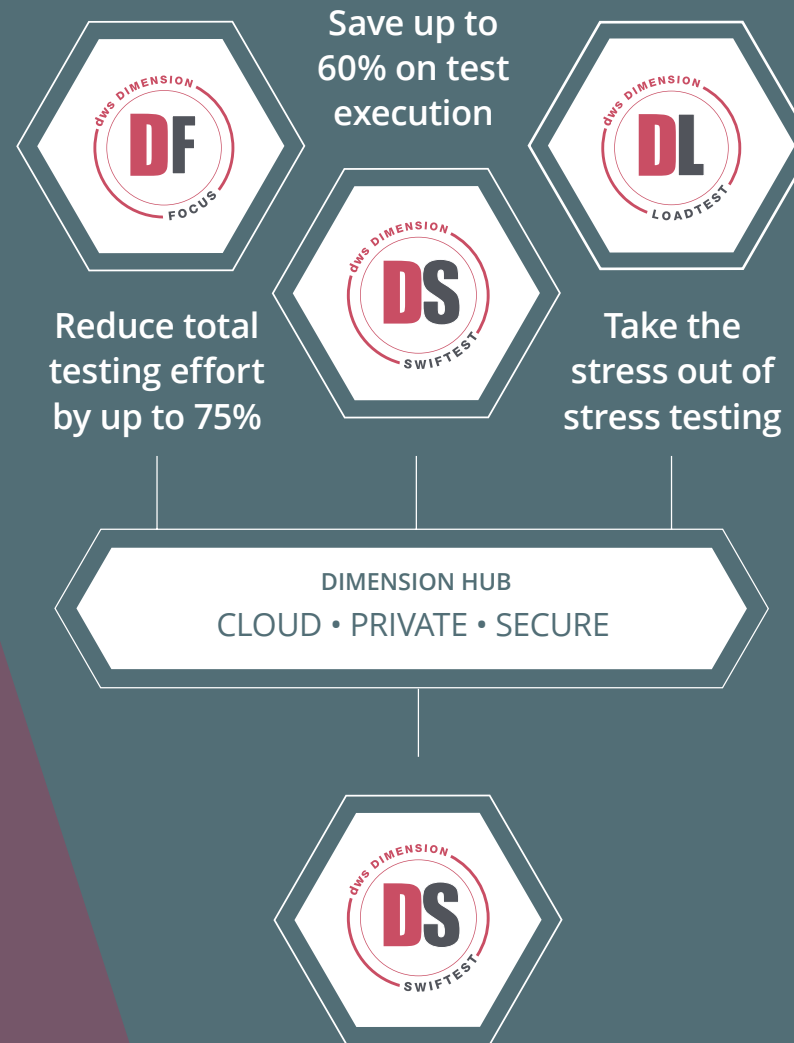


TEST SMART

DWS has experience supporting customers throughout the entire software lifecycle; from implementation, through maintenance and upgrade, to continuous innovation.

The DWS Dimension suite of products:

- ✓ Are **application aware**
- ✓ Have been designed for **business analysts and super-users**
- ✓ **Add value** to every change event project
- ✓ Support Oracle's strategy of **continuous delivery**
- ✓ Facilitate **code-current** as a service



ORACLE
JD EDWARDS
ENTERPRISEONE


ORACLE
CLOUD APPLICATIONS

PARTNERING WITH DWS

TESTING AND DEVELOPMENT SERVICES

Enterprise Application Testing Services

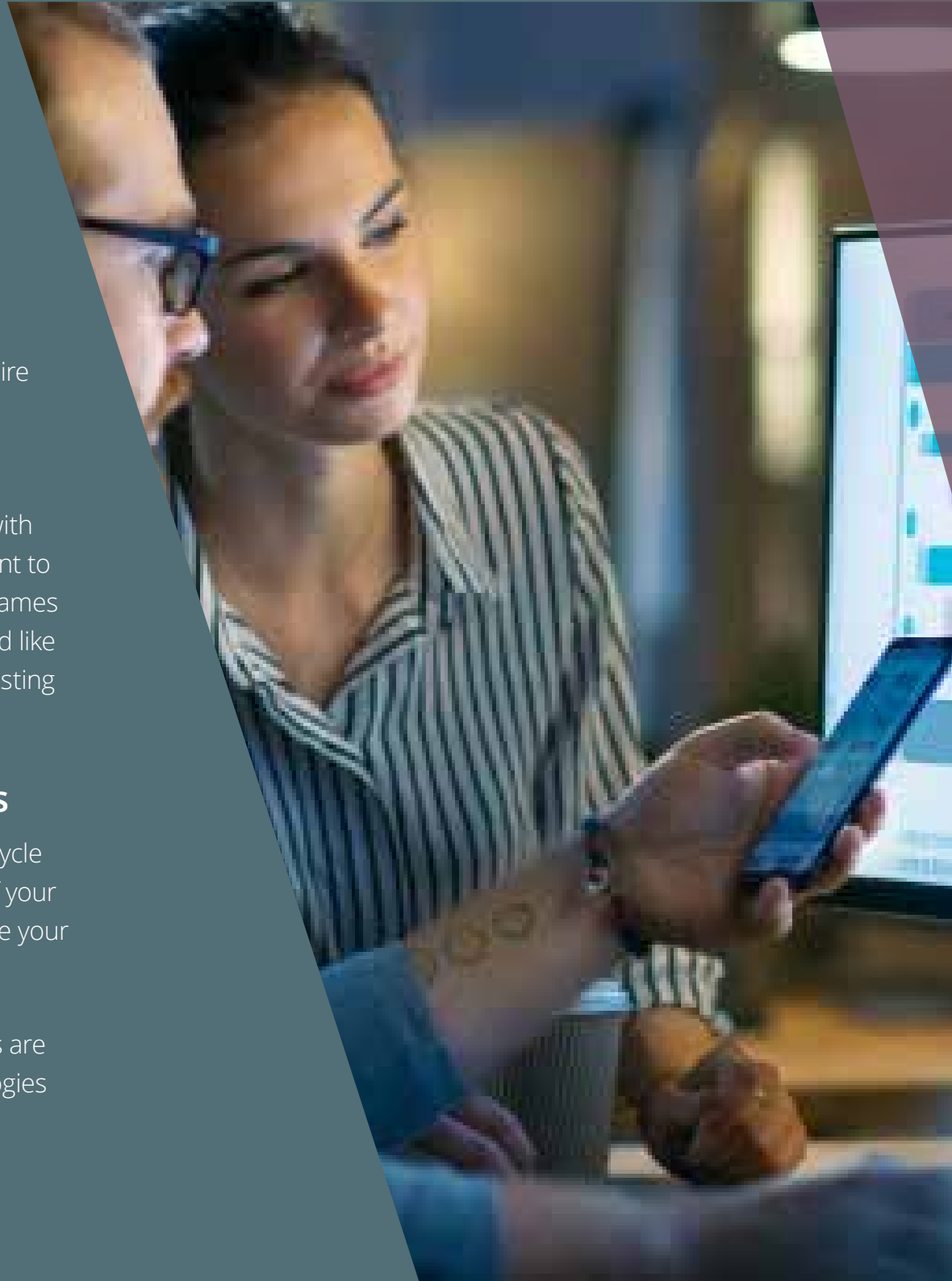
The testing requirements of organisations are a function of their entire enterprise application landscape and the frequency with which the applications in that landscape are changing.

DWS, as part of LogiGear, has a large team of testing professionals with extensive knowledge and experience. It doesn't matter what you want to test (e.g. ERP, CRM, HCM, Integrations, Custom Web apps, Custom Games etc), nor does it matter which testing tools or technologies you would like to deploy, we would like to discuss how we can meet your specific testing requirements.

Enterprise Application Development Services

As part of the LogiGear Group, DWS can offer a wider range of full-cycle development services that can support the digital transformation of your operations. We have the skills to deliver, whatever applications define your enterprise's systems landscape.

Our team of highly-experienced Developers and Software Engineers are well-versed in a wide range of full-stack development tools, technologies and methodologies.



COLLABORATING WITH DWS

1

INTRODUCE

Sell the need for, and value of, testing smarter

2

INTEGRATE

Incorporate testing into your value propositions portfolio

3

INVEST

Buy and use DWS Dimension testing solutions

4

INCLUDE

Factor the cost of testing solutions into your proposals

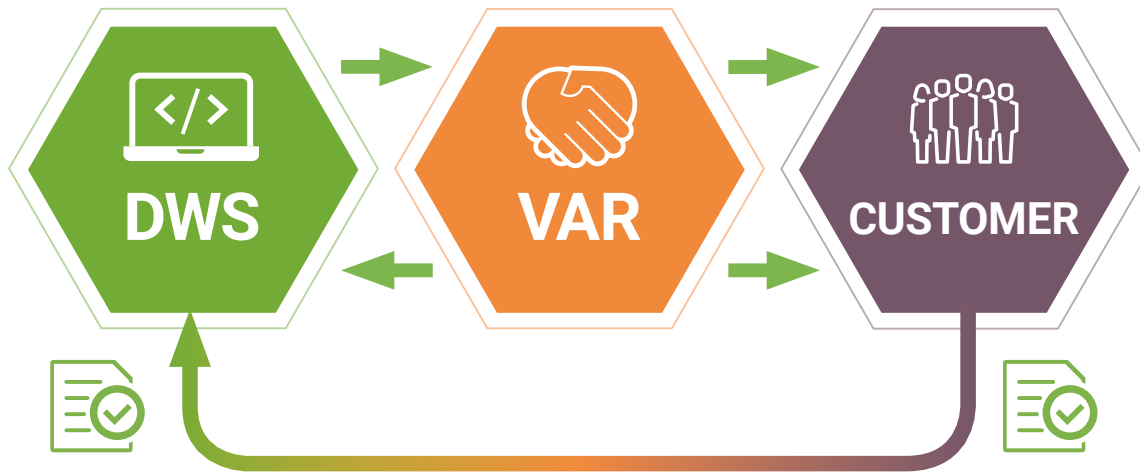
Partners can choose to work with DWS as a Systems Integrator and/or a Value Added Reseller.

VALUE ADDED RESELLER MODEL

Introduce Dimension testing solutions whenever
customers want to test smarter.



CUSTOMER ACCESS AND USE



DWS wants each and every customer to benefit from improved testing



PARTNER ENGAGEMENT OPTIONS

- **VAR resale (1-year commitment)** - 20% resale margin on the selling price
- **VAR resale (3-year commitment)** - 30% margin on the selling price in year 1, 20% thereafter
- **VAR referral** - 10% commission on the year 1 selling price
- **VAR resale with an SI Purchase** - 50% resale margin



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SYSTEMS INTEGRATOR MODEL

Make DWS Dimension testing solutions part of the fabric
of every one of your engagements.



LICENSING

- Partner buys a license for each end-customer
- DWS creates a private/secure environment for each end-customer
- An unlimited number of partner consultants can access each customer environment
- Partners procure and maintain an inventory of end-customer licenses

FEES

- Fees are based on the number of end-customer users
- Fees are based on a simple, scalable structure, starting from as little as US\$1,250 per quarter
- Fees are paid and reviewed annually in advance



Find out more about Dimension Driven on our [website](#)

ABOUT DWS

DWS is a leading provider of Oracle's JD Edwards EnterpriseOne and Cloud Applications software services and products.

Since 1998, we have been providing development and technical services to organizations looking to customize, integrate, extend, upgrade or support their enterprise software applications.

Our innovative portfolio of products and services allow us to provide the specialist software and expertise needed to support, test and upgrade your system through smaller, faster and smarter projects.

If you would like to talk about becoming a DWS partner, get in touch below, or visit our partners page.

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