



Channel Partner Program

Explore new market opportunities and partner with the global leader in process optimization software and solutions

Today, AspenTech solutions are used by virtually every leading company in the process manufacturing industry. Relied on by more than 75,000 users at over 1,500 companies, AspenTech optimization software enables customers to achieve hundreds of millions of dollars in cost savings and performance improvements. Now's the time to bring these same benefits to your customers and prospects.

||||||| Extend Your Portfolio. Expand Your Business.

As the leader in process optimization software, AspenTech understands the challenges facing technology companies and recognizes the importance of partnering to develop superior solutions, win new business, and deepen penetration with current customers.

When you partner with AspenTech you can increase the depth and breadth of your solution offerings. You will have the opportunity to sell, implement, and support the only end-to-end application suite that integrates and optimizes engineering, plant operations, and supply chain. Our world-class solutions create new

opportunities by helping your customers achieve their operational excellence goals, including increasing capacity, improving margins, reducing costs, and becoming more energy efficient.



Key Business Benefits

- **Increase revenue**
 - Higher services to license ratio
 - Competitive margins and commissions on licenses and maintenance
 - Complete solution offering for your customers
- **Sell conflict-free**
 - Selective partnerships in geos/verticals
- **Offer proven technology for process industries**
 - Opportunity to develop market-leading solutions
 - Focus on your core competencies and core industries
- **Accelerate time to market**
 - Access to our world-class resources, services, and program benefits

||||||| Enabling Our Partners to Grow

AspenTech is committed to working through partners to become the market share leader in the key verticals of **Consumer Products, Food & Beverage, Power & Utilities, Metals & Mining, and Pulp & Paper**. We not only understand the value of your industry expertise, we feel it is critical to the successful sale and implementation of our solutions. We recognize you are the experts in solving your customers' problems, and it is our goal to provide you with leading product technology and business support so you can deliver a complete and reliable solution that gets results. Join our team and we'll empower you with the resources you need to build and grow your business. Our business support includes dedicated partner professionals for pre-sales, marketing, technical, and training support.

||||||| Key Program Features

- Internal use licenses for all authorized AspenTech products
- AspenTech Sales and Technical Training (classroom and virtual)
- Access to market development funds and lead-generation programs
- Technical Sales support from AspenTech Business Consulting (Pre-sales)
- Access to our dedicated partner portal for product collateral, sales and marketing tools, and competitive information
- Preferred access to AspenTech "Cross-Industry Best Practices" and technical knowledge base
- Access to named product support expert, educational and technical enablement services
- Dedicated channel manager and business development support
- Membership to our LinkedIn AspenTech Partner Network Group
- And more

||||||| Getting Started

To learn more about this opportunity and the AspenTech Partner Program, visit us at www.aspentech.com/partners and complete our online application, or email us at partners@aspentech.com.

||||||| About AspenTech®

AspenTech is a leading provider of award-winning process optimization software and services. AspenTech's integrated solutions enable process manufacturers to reduce costs, increase capacity, and optimize operational performance end-to-end throughout the engineering, plant operations, and supply chain management processes.

For more information, visit www.aspentech.com.



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