

STRATEGIC ALLIANCE Program

As a leading K-12 administrative software and technical service provider, SunGard K-12 develops solutions designed to help schools and school districts support student achievement and manage their operations.

Today, one of every six public school students in the United States is supported by SunGard K-12 administrative solutions. Our customers span the spectrum from individual schools and school districts with fewer than 1,000 students to larger districts of more than 100,000 students; multi-district consortiums; and statewide implementations.

Through our Strategic Alliance Program, SunGard K-12 provides value to our customers and supports their success by collaborating with other leading software solution providers to reliably, efficiently, and securely share data. Key to the success of the program is a highly transparent process—with clearly defined commitments, expectations, and benefits—which creates a win-win situation for all participants, solution providers and school districts alike.

SOLUTION CLASSIFICATIONS

The Strategic Alliance Program features two classifications for solutions:

1. APPROVED SOLUTIONS

Using modern interoperability tools, [Approved Solutions](#) reliably, efficiently, and securely share data with SunGard K-12 products. These tools are trusted resources our customers can confidently use to complement their SunGard K-12 software. There may be more than one Approved Solution in a particular application area.

2. PREFERRED SOLUTIONS

[Preferred Solutions](#) are industry-leading resources and software that elegantly extend SunGard K-12 products. When using our combined solutions, customers experience robust interoperability, efficiency, support, and overall satisfaction. Only one Preferred Solution will be chosen in an application area.

A provider may have multiple solutions in the Strategic Alliance Program.



Approved Solution providers will develop and support an interface using SunGard K-12's API. They will certify and support their interface against releases of their solution and the related SunGard K-12 solution.

- To facilitate the interface development, SunGard K-12 will provide a venue for answering questions regarding the use of our API and a test environment. We will also provide Approved Solution providers with advance notice of major releases of related PLUS 360® solutions. SunGard K-12 will install and configure the API for use by our mutual customers.
- There is a fixed cost of \$5,000 to become an Approved Solution, as well as a \$2,500 annual renewal fee. There may be additional costs associated with requests to extend the API and custom installation solutions.
- Upon approval, the provider will receive an Approved Solution logo to use in marketing efforts. Prior to distribution, SunGard K-12's marketing manager must approve any content.
- For Approved Solution providers, SunGard K-12 will include the logo and product name in its RFP responses. SunGard K-12 will also include a one-time listing of the product in its customer newsletter and connect with the Approved Solution provider via its social media channels.
- In addition, SunGard K-12 will include the product in a listing of Approved Solution on its website, and the Approved Solution provider will include a mention of the related SunGard K-12 solution on its company website.





Our Preferred Solution providers work closely with SunGard K-12 on strategic initiatives. Together, we will determine the level of investment in our solution. As a reflection of SunGard K-12's commitment to prosper the relationship, the SunGard K-12 Strategic Alliance program manager will conduct a periodic review in collaboration with the Preferred Solution provider.

- SunGard K-12 will educate our Sales Team about our Preferred Solution so they understand how schools will benefit from the interface. The relationship will involve revenue sharing.
- Upon approval, the provider will receive a Preferred Solution logo to use in marketing efforts. Prior to distribution, SunGard K-12's marketing manager must approve any content.
- For Preferred Solution providers, SunGard K-12 will offer the following marketing benefits:
 - Include the product logo and short pre-approved statement of its features and capabilities in its RFP responses.
 - Write and distribute a news release to announce the alliance.
 - Promote two webinars per year to SunGard K-12 customers.
 - Collaborate on co-branded marketing collateral.
 - Include a feature on the Preferred Solution in SunGard K-12 customer newsletter.
 - Distribute two targeted eBlasts per year to SunGard K-12 customers.
 - Connect and engage with the Preferred Solution provider's social media channels
- In addition, SunGard K-12 will include the product in a listing of Preferred Solutions on its website, and the Preferred Solution provider will include a mention of the related SunGard K-12 solution on its company website.



FOR MORE INFORMATION

For more information about SunGard K-12's Strategic Alliance Program, please contact our Strategic Alliance Program Manager at:

K12StrategicAlliance@sungardps.com

For feedback about the API, please contact:

K12ApiSupport@sungardps.com

