

Partnering with CorasWorks

Mutually beneficial relationships that drive opportunity, profitability, and value

As a leading global provider of both Applications and Application Development tools for all Microsoft SharePoint platforms, CorasWorks makes it easier for our partners to develop and deliver both custom and off-the-shelf applications. Our Services/Consulting partners benefit from the speed, flexibility, and power of our application development tools. Our Application partners enjoy the same benefits, but also benefit from the exposure and promotion we provide their applications through our online App Store for SharePoint.

CorasWorks is committed to building and maintaining a global network of high quality partners horizontally across the SharePoint marketplace. Regardless of the type of partnership we have with our Partners, the common goal is the same – to develop mutually beneficial relationships that drive expanded market opportunities, profitability and value.

If you are currently providing SharePoint-related services, applications and/or solutions to your customers—or plan to—the CorasWorks Partner programs can add significant value to your existing offerings.

“ We approach all assignments with an investment bias and work with the client to define a measurable payback. The CorasWorks packages and pricing will allow us to achieve a quicker payback for all of our customers, offering us a significant competitive advantage. As a result, we’ll definitely expose CorasWorks to a wider universe of potential clients. ”

~ Lee T. Cahill
General Manager,
NGenious Solutions, Inc

WHY PARTNER WITH CORASWORKS?

Why have a partnership with CorasWorks? It’s simple really—because we make things easier. Whether it’s building custom applications for your customers, or building off-the-shelf, plug-and-play apps for the general SharePoint marketplace, we make it easier.

- **Reduce your dependence on custom code.**

You don’t need to code everything from scratch. Use our newest low cost, wizard-driven dev tools to deliver solutions faster and easier. . .no code required.

- **Let us worry about SharePoint platform changes.**

All our products are agnostic to all the currently available platforms. We upgrade our products as Microsoft upgrades SharePoint, so apps built with CorasWorks seamlessly migrate to the new platforms.

- **Make your solutions more maintainable by your customers.**

Our modular, repeatable, portable framework—and our wizard-driven tools—make it easy to maintain your apps. You can maintain them or hand them off to your customers to maintain. With CorasWorks, they can!

- **Gain greater market visibility and wider promotion.**

Put your solutions in our online App Store for SharePoint and let us drive traffic to them. Promote your company, promote your brand, promote your apps. . .and get new leads and make money!

- **The market loves us.**

- 1,000 customers and 1 million users
- Windows IT Pro Community Choice Award Winner
- 2009 Cool Vendor for ECM

WHO SHOULD PARTNER WITH US?

Many different types of firms can—and have—partnered with CorasWorks. If you meet either of the definitions below, you are a good candidate to benefit from the program:

- Any consulting/services firm that is delivering apps and solutions on SharePoint for its customers.
- Any individual or organization that is interested in developing plug-and-play apps on the SharePoint/CorasWorks platform and leverage CorasWorks to promote them to the market through our App Store for SharePoint.

WHO SHOULD PARTNER WITH US? PARTNER EXTRANET

Regardless of the type of partnership you establish with CorasWorks, you'll receive access to our online Partner Extranet. The extranet is a site geared to informing, enabling, educating, and gathering feedback from our partners. It includes overview videos, how-to's, documentation, and sales tools.

FOR MORE INFORMATION

For more information on CorasWorks, our plug-and-play apps or our application development tools, visit www.corasworks.net, or contact us on email at info@corasworks.net, or toll-free at 1-866-580-3115 or local/int'l at +1 703-797-1881.

PARTNERING OPPORTUNITIES

We offer various types of partnerships, covering a wide range of business models as follows:

APPLICATION PUBLISHER PARTNERS	Partners who create & expand their revenue streams by increasing visibility to the SharePoint market, by leveraging & exploiting the CorasWorks technologies to develop, publish and distribute applications and business solutions in the CorasWorks AppStore for SharePoint.
CORASWORKS RESELLER PARTNERS	Partners who integrate third party software into their SharePoint practice to design, build, deploy and manage solutions to meet customer requirements on the SharePoint platforms. Resellers are authorized to resell all CorasWorks products to their clients, in addition to providing full support.
SHAREPOINT SERVICE PROVIDER PARTNERS	Partners who provide SharePoint consulting and related Professional Services to design, deliver and support custom built applications & solutions, while leveraging CorasWorks technologies within their SharePoint practice and in their client engagements.
OEM PARTNERS	Partners who embed CorasWorks products to provide specific capabilities and function, or who bundle & re-brand our software to extend their solution.
LARGE ACCOUNT RESELLERS	Partners who are authorized to resell CorasWorks products, but do not directly provide implementation or consulting services.
TECHNOLOGY PARTNERS	Partners who have complementary products in and around the SharePoint space, for which the partnership and relationship proves to be mutually beneficial.
SHAREPOINT TRAINING PARTNERS	Partners who provide leading Training & Education to customers in need of focused, in-depth training on the SharePoint platforms.



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ABOUT CORASWORKS

CorasWorks is a global leader in applications and application development tools that drive immediate business value on Microsoft SharePoint. More than 1,000 organizations and 1 million users worldwide download and use plug-and-play apps from CorasWorks and our partners, and build their own applications without the cost and complexity of custom code using our comprehensive application development system. CorasWorks is a Microsoft Gold-certified Managed Partner headquartered in Reston, VA. For more information on our plug-and-play apps or our application development system, visit www.corasworks.net.