Vitria Partner Connect

VITRIA®

VITRIA® Partner Connect

Vitria believes that partnerships create value for our customers. This is the foundation of the Vitria Partner Connect program. Together Vitria and our partners will provide more value to our mutual customers while broadening business opportunities for our partnership. We will achieve this by combining Vitria's expertise and award winning software with our partners' experience, technology and methodologies. With Vitria Partner Connect, our partners can expect the support and tools they require to be successful working with Vitria. The partnership benefits include:

- Software Access
- Software Support
- Training Programs
- Sales and Technical Support
- Co-marketing Opportunities
- Product Collateral
- Technical Certification

Partner Categories

Vitria offers programs in the following categories:

- Systems Integrators
- Resellers/Distributors
- Technology Partners
- OEM Partners

Vitria Partner Connect is not a one size fits all program. A partnership can span multiple categories and will be uniquely tailored to enable the most successful relationship possible.

System Integrators

System Integrators are companies that focus on providing professional services to Vitria customers in the form of Implementation, Assessment and Strategy and Business Consulting services. SI partners must maintain certified Vitria consultants on staff to ensure that they are qualified to provide Vitria Partner Connect services.

Resellers/Distributors

Resellers and Distributors will primarily resell or distribute Vitria Software Solutions in a specified geographic region. Resellers and Distributors must maintain Vitria Partner Connect sales certified representatives.

Technology Partners

Technology partners are companies that have complimentary software or hardware products. They are an important part of the Vitria Partner Connect ecosystem and often require product certification and joint-marketing agreements.

Resellers/Distributors

These are companies that have licensed Vitria Software Solutions as part of their customer offerings.

"Bloor Research believes that Vitria platform provides a service that is essential to the successful widespread adoption of SOA."

Peter Abrahams
Practice Leader
Bloor

Leverage Vitria's Industry Leading Software Solutions

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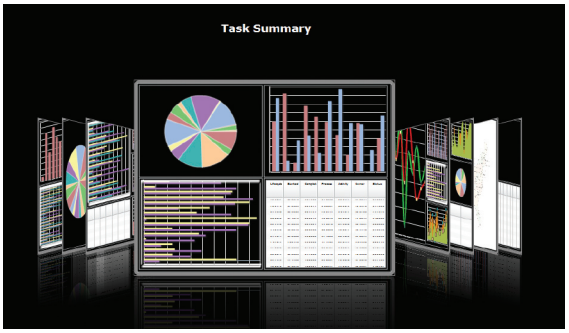
Vitria M_3O™ Suite

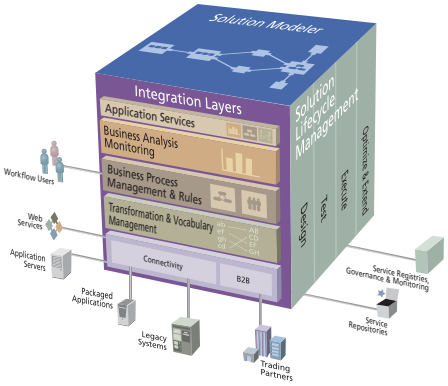
Vitria M_3O Suite is the convergence of business process management, event processing, and Web 2.0 into a solution that empowers business analysts, managers and policy makers. M_3O Suite allows organizations to model, manage, monitor, and optimize business processes in a collaborative approach between business and IT. The suite's BPMS and modeling foundation brings a process focus to the solution, while its Web 2.0 functionality enables a rich user experience with advanced visualization and collaboration support. Finally, M_3O Suite's event processing capabilities support a more dynamic, adaptable and responsive enterprise.



BusinessWare

BusinessWare is Vitria's proven platform for integrating complex business processes such as order fulfillment, supply chain interactions, insurance claims processing, and financial transactions. In addition, BusinessWare is the platform for Vitria's specialized process applications for the telecommunications and healthcare sectors.

BusinessWare is the industry's first specialized platform for business process integration, and has been selected by hundreds of customers worldwide. By combining broad capabilities for application integration with business process management (BPMS) and business-to-business (B2B) integration, BusinessWare provides a unified solution for modeling, implementing, monitoring, and managing end-to-end processes that span multiple systems and organizations.



Vitria Parnter Connect Summary

The Vitria Partner Connect Program is vital to our customers' success and to Vitria's business. The Program provides Vitria a unique opportunity to combine our strengths and award winning software with our partners' expertise, technology and methodologies to deliver more value to our mutual customers while broadening business opportunities for our partnership. Please contact us to find out how to joint the Vitria Partner Connect ecosystem today!

Phone: 877-365-5935 • Email: Partners@vitria.com

"Vitria has brought together the ability to model, manage and monitor business processes in an extremely slick and easy to use Web 2.0 interface - think iPhone meets dashboards."

Beth Gold-Bernstein
Chair of the EBizQ "In Action" Conference Series

About Vitria

Vitria Technology, Inc. is the industry's leading privately-held BPMS and integration technology company. The company has a rich heritage as a pioneer of BPMS that spans more than a decade. Vitria's award-winning process integration solutions provide the backbone for many Global 2000 companies' mission-critical business processes. Vitria has customers in North America, South America, Europe, Asia, and Australia.

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