

Thank you for your interest in Viewpoint Construction Software and our Viewpoint Development Partner Program! Please email any questions or the completed application to:

**Matt Harris**  
Senior Vice President, Products  
[dev\\_partners@viewpoint.com](mailto:dev_partners@viewpoint.com)

### Company Information

Company Name	
<b>Contact Information</b>	
Name	
Title	
Office Phone	
Mobile Phone	
FAX	
Website	
<b>Mailing Address</b>	
Address Line 1	
Address Line 2	
City	

State/Province	
ZIP/Postal Code	
Office Phone	
FAX	

## Product

Product Name	
Technology Platform/Development Environment	
<b>Product Description</b>	
Please describe the specialty area of your product focus, the key differentiators, product positioning and the fit with Vista™ by Viewpoint Software.	
How often is a new version of your product released?	
Are your releases scheduled on a regular basis, if so what is the schedule?	
How many developers do you have working on this product?	

Additional information you would like to provide:	
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### Organizational Information

How long has your company been in business?	
How many employees do you have?	
How many customers do you have?	
Company Revenue	<input type="checkbox"/> Less than \$1 million <input type="checkbox"/> \$1 - \$5 million <input type="checkbox"/> \$5 - \$10 million <input type="checkbox"/> \$10 - \$20 million <input type="checkbox"/> \$20 - \$50 million <input type="checkbox"/> \$50 - \$100 million <input type="checkbox"/> More than \$100 million
Is your company primarily focused on serving the Construction Industry?	
If not, what industry do you mainly serve?	

**Please provide two references for your product from current customers:**

*Reference 1*

Name	
Title	
Company	
Product Used	
<i>Reference 2</i>	
Name	
Title	
Company	
Product Used	

## Support

How is your product supported (call back, real time etc.)?	
How many customer support representatives do you have for this product?	

## Implementation

How is your product implemented?	
How large is your implementation team?	
What is the average time to implement your software?	
How are your customers trained to use the software?	

## Sales

How large is your sales team?	
How is your sales team organized?	
Will you have specific sales resources dedicated to this partnership?	
Who are your top three competitors?	
What CRM do you use?	
How many joint customers do we have?	

What method would you provide for determining our joint customers?	
Do you have a User Conference?	
If so, how frequently do you meet?	
Do you have a customer newsletter?	
<b>Your Target Customer Profile</b>	
Average Revenue Size	
Number of Employees	
Market Segment	

## Partnership

How many 3 <sup>rd</sup> party partnerships do you currently participate in?	
Is your product currently integrated with any other construction ERPs?	
If yes to the above, please specify:	
Who will be responsible for managing the partnership within your organization?	
How is your software licensed?	

How is your software sold?	
What is the cost of the software?	

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