

2.3 REQUIREMENTS BY PARTNERSHIP LEVEL

Requirement	Vertical Solution Partner	Premium Partner	Standard Partner	Affiliate Partner
Annual Dragon License Quota	Invitation Only	\$100,000	\$20,000	\$5,000
SALES				
Trained Sales Representatives	5 or more	3 or more	1 or more	
Quote/Forecast/Pipeline Review with Nuance on a Monthly Basis	X	X		
Point of Sales (POS) Reporting	X	X	X	
Participation in Quarterly Sales Conference Call	X	X		
TRAINING				
Completion of Certification Training Program	X	X	X	X
Passing Grade of 85% or Higher on Online Certification Exam	X	X	X	X
Recertification with Each New Dragon Release	No Cost	No Cost	\$250	\$250
MARKETING				
Joint Case Studies with Nuance				
Interactive Marketing to Base and Prospects	X	X		
Company Web Site that Features Dragon and Related Services	X	X	X	X
CUSTOMER SUPPORT				
Partner Provides Technical Support to its Customers	X	X	X	X
PRODUCT				
Participation in Quarterly Product Management Call	X	X		
Purchase Starter Kit: One Not-for-Resale copy of new Dragon releases in English (Professional and Legal editions) - Dragon training for one attendee - 1 Not-for Resale Copy of current OmniPage, PaperPort, and PDF Converter	\$995	\$995	\$995	\$995
Access to Beta Programs	X	X	X	