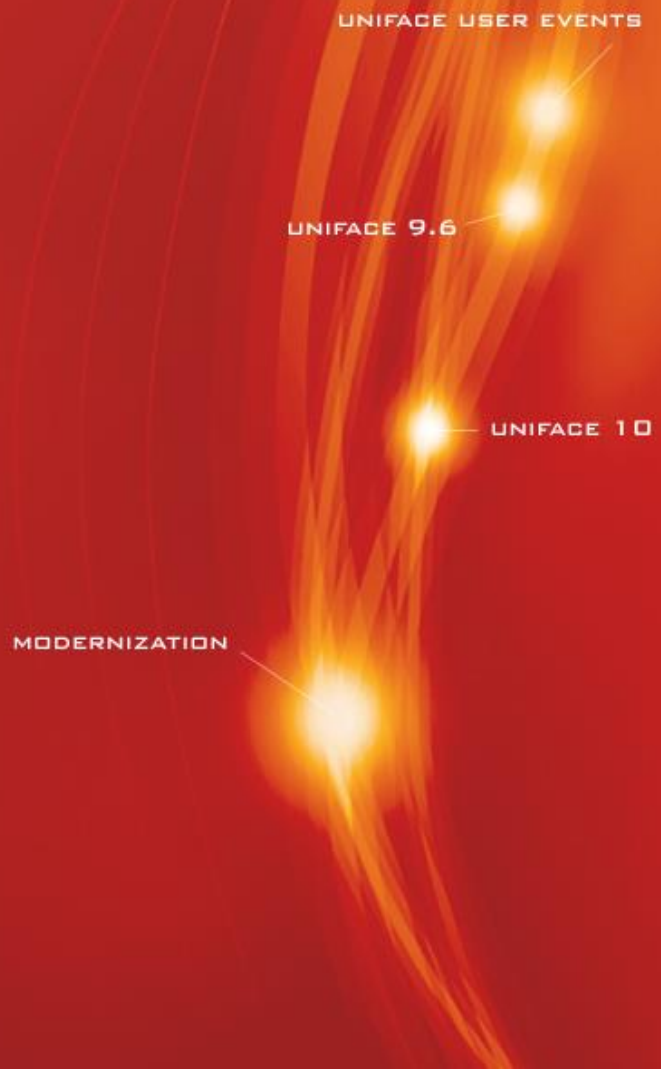
Compuware UNIFACE®

Face 2 Face 2013
Utrecht, November 28



PartnersUnited- Update

Danny Ragowan
Partner & Alliance Manager
Danny.Ragowan@compuware.com

Agenda

UNIFACE USER EVENTS

PartnersUnited Program

A Formula Of Success-The Highlights

- Launched March,2013
- Collaboration Between Partners
- Supporting Partners To Increase Business
- Expand Our Uniface Network
- Extend Our Offering

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PARTNERS UNITED

PartnersUnited-Thumbs Up

- ONE1 – Israel

Dear friends
I just got home 20 min ago. I want to tank you guys personally so much for the **super successful partner event**. I have been in my professional career at dozen international partner events , **but this one was surely one of the most quality productive and enjoyable** .
Best regards,
Ronen Benvenisty
One1erp CEO

- ProgresPlus-France

Hello Danny,
I want to congratulate you and all the organizers for this event. **It was really interesting to share experiences and knowledge** (although the language limits, but I'm really motivated to increase my English level !!!). I totally **agree with you on the mutual benefits of business growth** and the need to have a good short term plan together.
Philippe VIOT PROGES-PLUS

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PARTNERS UNITED

Uniface, Gets The Job Done

3000 sites & Over 10 Million App. users

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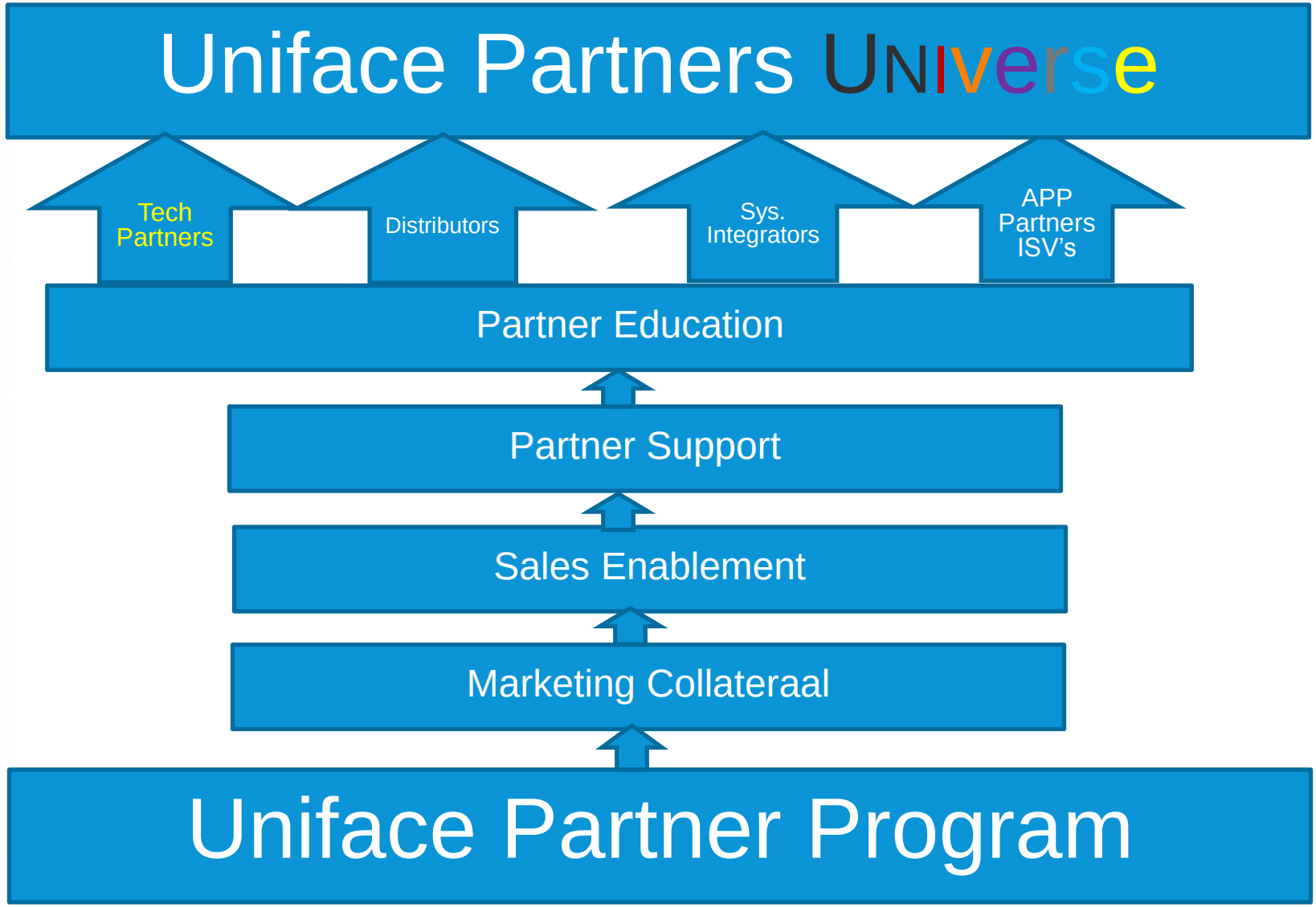

Virtually Interact, Collaborate & Learn

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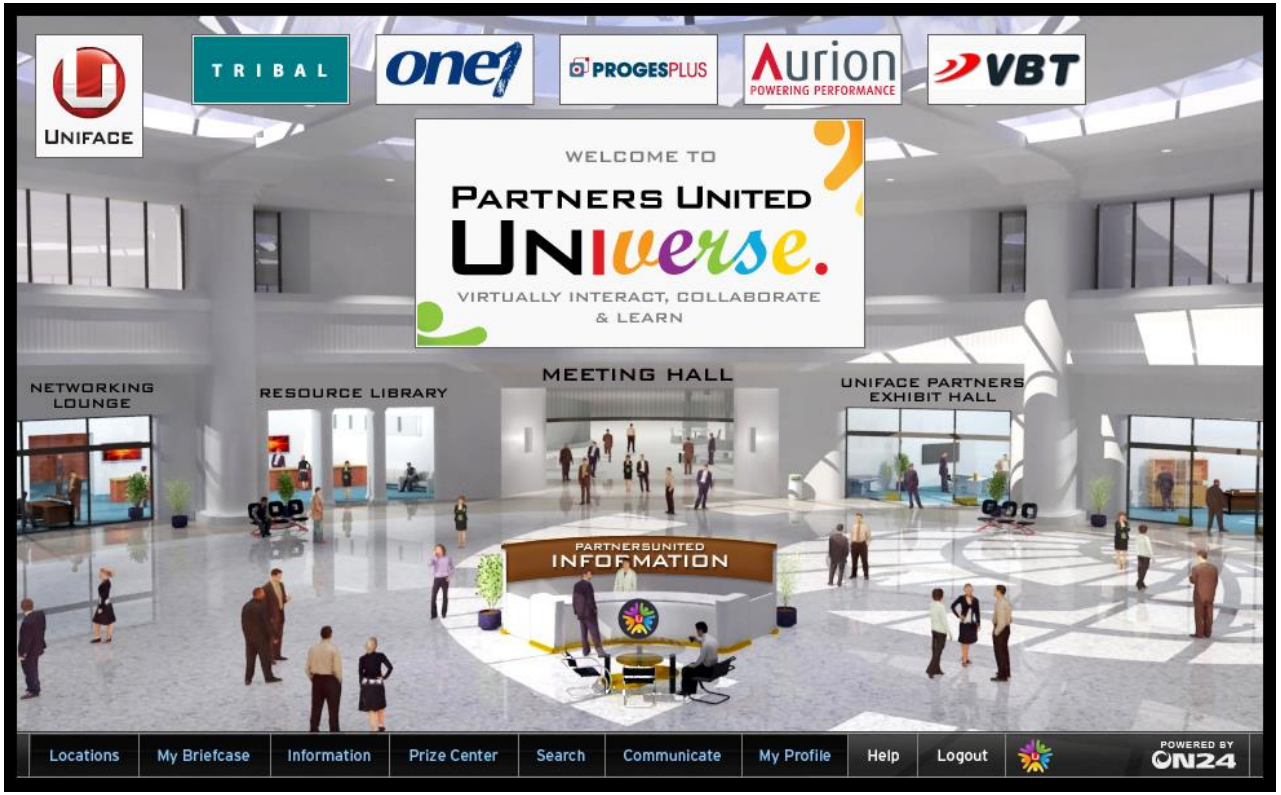
PartnersUNIverse-Objectives

- Provide added value to partners by allowing them to leverage the environment for showcase and collaborative opportunities



Objectives - Continue

- Connect / Collaborate / Cultivate
- Energize partner, reseller and distribution networks
- Create a single destination where partners connect, share and learn
- 24/7 availability from any device
- Enable global communication / collaboration
  - Japanese, Chinese, Portuguese (Brazilian), Spanish (Southern), French & German
- An added value for partners
- Continuous engagement

Business Growth In Emerging Markets

***Forrester's** 2012*
Tech Industry Prediction

2012 is the year that the performance of emerging markets will be crucial to the growth prospects of the global technology industry. In particular, the top tier of the emerging markets, which we have dubbed the BRICTSAM countries (Brazil, Russia, India, China, Turkey, South Africa, and Mexico)
we forecast that global IT purchases will grow by 5.4% in 2012 (in US dollars), paced by **11.6% growth** in BRICTSAM

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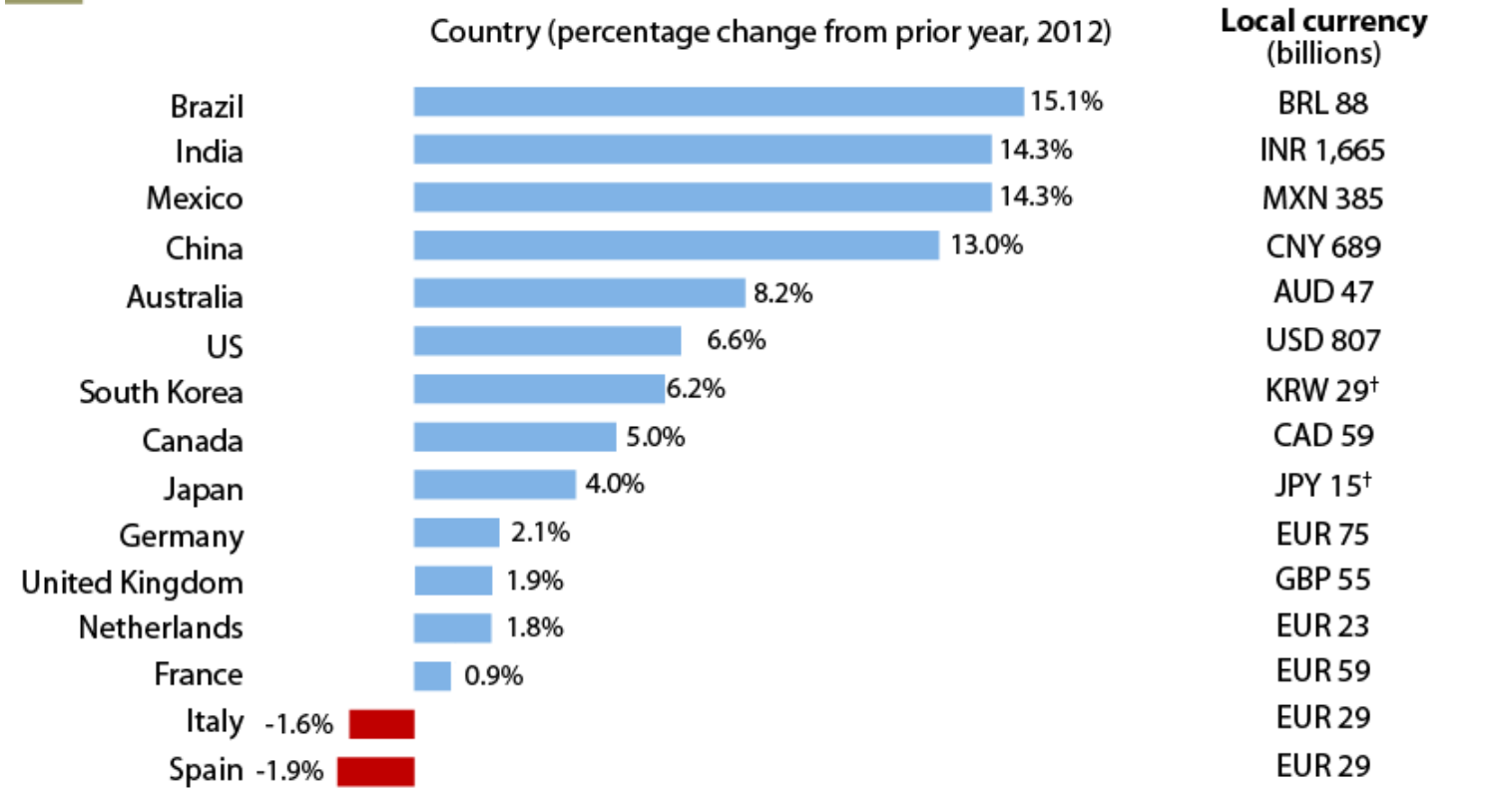
IT Markets And Growth Potential

A spreadsheet with additional data is available online.

11-2 The fastest growing of the 15 largest IT markets in local currencies



*Forrester forecast
†Trillions in local currency

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Market Challenges

Productivity Of Development Tools

- Reduce Time to Benefit
- Quick Adaption To End User Req
- Do More Functionality With Minimum Efforts

Minimize OPEX & TCO

- Align Offerings To Market Req
- **Attract New Skill And New Customers**
- Be Attractive, Remain Competitive

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The 10+ Commands Of Uniface

- Productive Solution, Min to No Rework
- Simple, Scalable, Agile, Flexible
- Platform And dB Independence, Cloud Deployment
- Short And Easy Learning Curve
- Reliability And Security
- **Model Driven Architecture- ReUse**
- Enterprise Connectivity
- Rapid Data Access-Migrate, Convert, Modernize
- Mainframe To Mobile

Uniface 10

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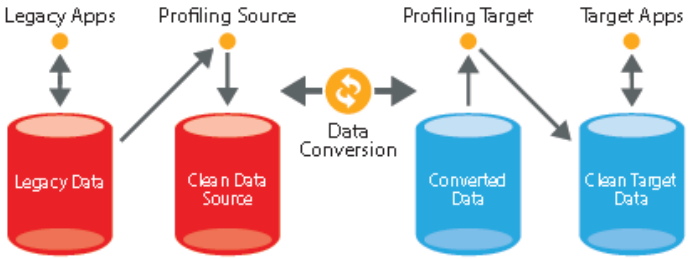
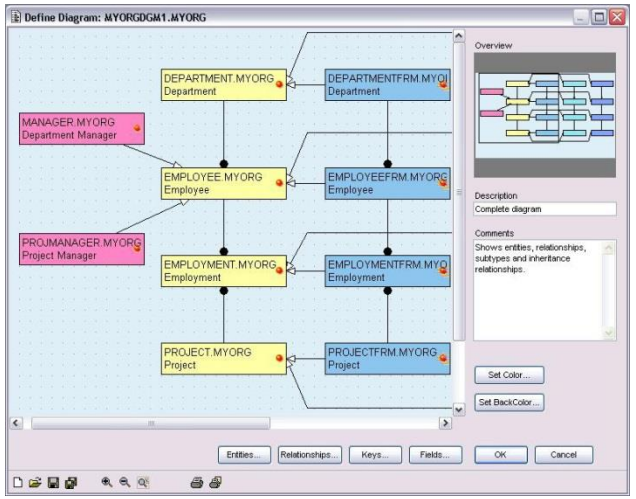
“NEW” Business Offerings

white paper

Data Conversion for Modern Applications
Trends, challenges and solutions of data conversion in application modernization projects

A white paper by: Ton Blankers, Uniface Client Manager





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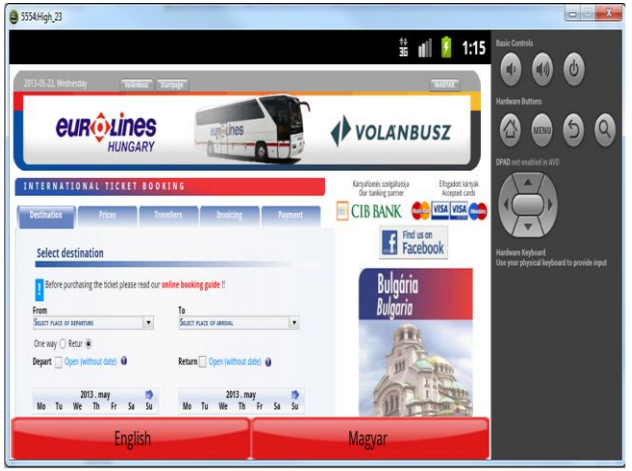
Web To Mobile in 33 Days !!

Volanbusz App. Ready On Mobile



Android Emulator

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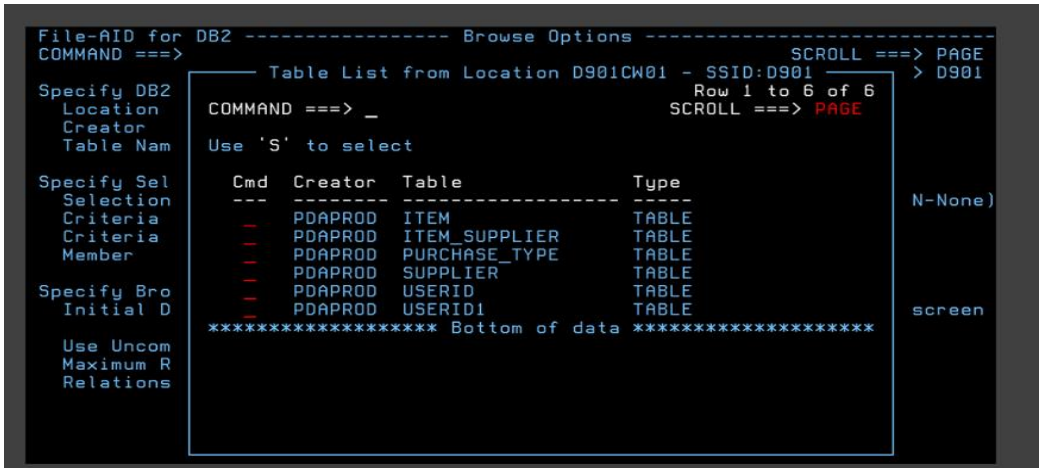
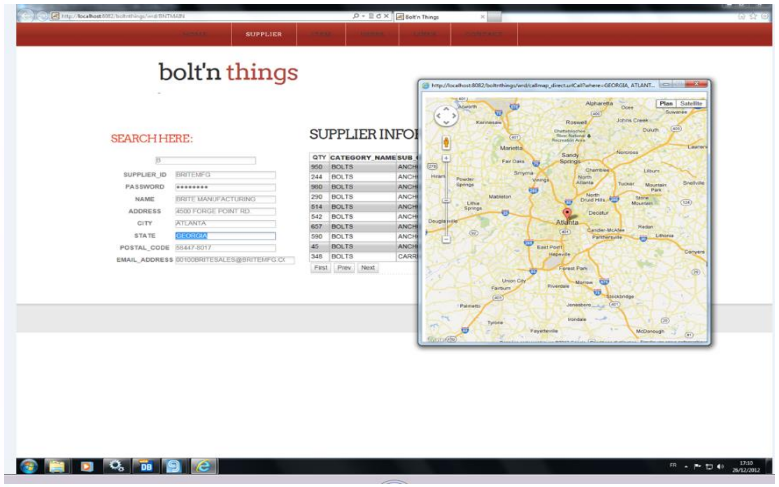
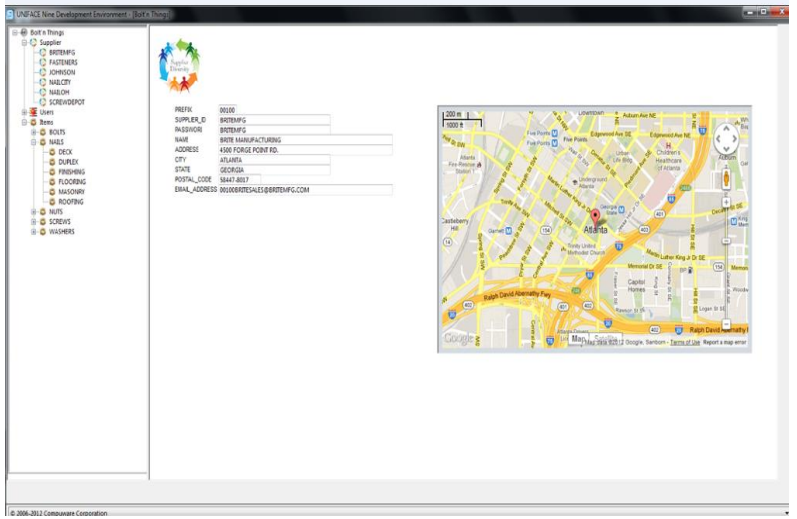
Uniface-All the Way



Before





AFTER

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The Audience

- Something for Everyone
  - Senior management
  - Technical management
  - Developers
- Partner descriptions
  - ISVs
  - SIs
  - Resellers / distributor
- Following continents need to be represented:
  - EMEA, The America's, Asia Pacific, GCC

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Uniface Partners

- VAR'S
  - App. Partners, ISV's
  - Uniface Eco Sys
  - Uniface App Store
- Uniface Domestic Representation
  - Distributors, Resellers
  - Technology Partners
  - Sys Integrators
- Uniface Global Partners
  - Global Visibility
  - Awareness
  - New Business Initiatives

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Knowledge And Resource

- Web Portal
  - ✓ Simple, Attractive ,User Friendly
  - ✓ Content Inventory and Analysis
  - ✓ Linked Content and Resources
  - ✓ Sales and Technical Support

- Global Solution Directory
  - ✓ Name
  - ✓ Country (ies)
  - ✓ Type Of Application (s)
  - ✓ Languages
  - ✓ Platforms, Technologies
  - ✓ Vertical Markets
  - ✓ Modules Description

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PARTNERS UNITED

The Resource Library

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PARTNERS UNITED

UNIFACE EXTENSIONS

Uniface eXtentions - The Technical Program for Partners United

Purpose:

The purpose of this document is to provide guidelines for the Uniface eXtensions partner program, a program within Partners United, specifically for technical partners.

Purpose:

The eXtensions program enables our technical partners to have a centralized community and a visible presence within the Uniface developer ecosystem and will be initially hosted on the Uniface community site, Uniface.info.

Online Presence

A new eXtensions tab will be created in Uniface.info and each technical partner will /can have an individual portal which will provide some high level information about their Technology

Inclusion on the eXtensions page:

Partners can request to have a presence on the site. This request should be channelled through the ask.uniface@compuware.com email address. services, and a link to their own website presence

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Features

- A virtual, dynamic, online 3D world
- Where Partners will be able to easily navigate through:
  - A content rich, information resource center
  - Partner booths
  - A meeting hall
  - And a networking lounge

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Features (continued)

- Network & chat online through IM and voice communication
- Keynote presentations
- Partner-showcase opportunities
- Partner networking & business exchange opportunities

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Partner Showcase

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Partner Benefits

- Interactivity / collaboration / prosperity
- Real-time networking / collaboration
  - Japanese, Chinese, Portuguese (Brazilian), Spanish (Southern), French & German
- Greater access to content
- Global reach
- 24/7 availability from any device
- Education platform
- Extremely efficient use of time and resources for partners & ourselves
- A promotion / sales platform for Partners at zero cost

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Uniface-The Power Behind Your App

- Supporting Partners Business
- Joint Visits To Partners Elite Customers

Israel

Israel

ProgesPlus

RAVE Technologies

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New$ Uniface Presence

- Turkey
  - VBT – New Reseller, New VAR will follow
- Romania
  - Wizrom - New VAR And Dist.
- Israel
  - ONE1- New Dist.
- United Arab Emirates
  - Everest Computers- A New Dist.
- LATAM
  - Mnemo- New Dist
- APAC
  - **Rave Technologies (a Northgate Company**)
- China
  - Hongyi-New Reseller

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Global Partner

Holds a WW Referral Agreement

Holds A Referral Agr on DT

Technology Partner, (DT Agr. App. Development, Data Migration)

Data Migration (Hana dB)

Sites in NL, India

Global Services, (SAP Division, DM)

Referral / Teaming Agreement

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TCS- An Example for Partnership

Tata Group

India's largest conglomerate

100 operating companies in 7 business sectors

Chemicals	Consumer Products	Energy	Engineering	Information Services & Communication	Services	Steel

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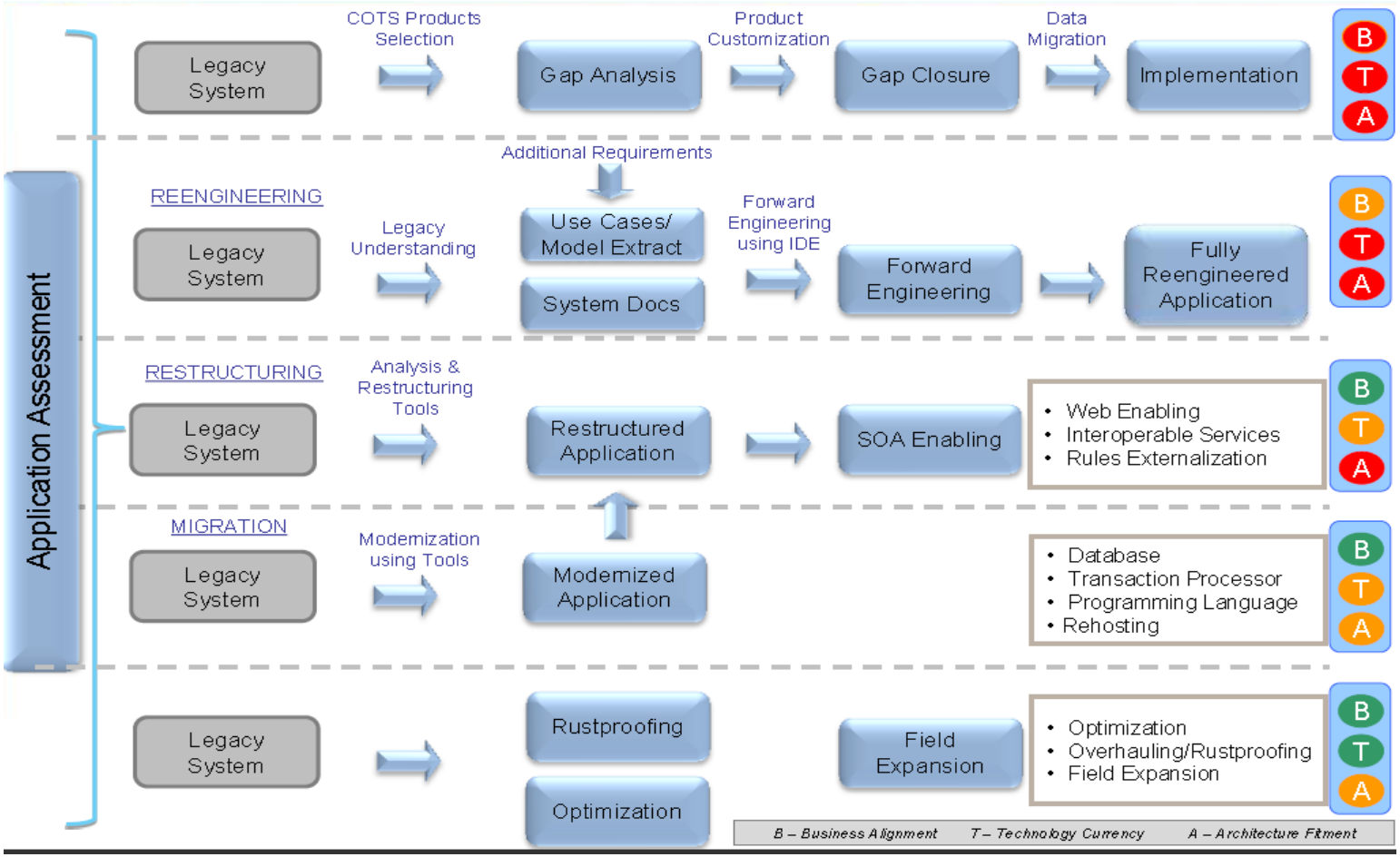
TCS- International Presence

- Group companies have operations in over 80 countries
- 56.9% of revenues from outside of India
- Examples of recent international M&A activity:

Tata Motors	Tata Global Beverages	Tata Chemicals	Indian Hotels (Taj Hotels)	Tata Steel	TCS
2008 Jaguar/Land Rover	**2006** 8 O' clock Coffee	**2008** General Chemical Industrial Products	**2007** Campton Palace Hotel, San Francisco	**2007** Corus Steel	**2008** Citigroup Global Services Ltd
2004 Daewoo Commercial Vehicles	**2000** Tetley Tea	**2006** Brunner Mond Group	**2006** Ritz Carlton, Boston	**2006** Millennium Steel, Thailand	**2013** Alti SA, France

Modernization Approach



Way Forward

Way Forward

- Uniface Modernization
- Reengineering using Uniface
- Reference Architecture involving Uniface

Rave's Uniface Centre of Excellence

Why Partner With Uniface ?

- One Of The Most Productive Solution in The Market
  - Simple, Short Learning Curve
  - Minimize Your Efforts and Rework
  - Platform, dB, 3rd Party Technology -Independent
- Guaranteed Upwards Compatibility
  - Move App To Newer Technology Platforms
- PartnersUnited Prog. Is Committed To Your Success
  - Resource, Knowledge Base, Global Business Visibility
  - Access to Uniface Eco Sys. App. Store

- Uniface Provides Expert Support to Meet your Customer Needs And Achieve Your Business Goals !

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PARTNERS UNITED

Uniface Partner's Being Recognized

- Uniface WW Challenge winners

Techshire

UnividualS

ABF InformatiK

B-Plan

Swisslog AG

Aareon

TME

Epsilion

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Summary

- Significant focus on Innovation
- Expand, Extend Our Offerings Through and With Partners
- Partners Prog. to Maintain Global Presence And a Consistent, Stable Growth

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Thank You

& Questions

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uniface
A Global Uniface Community

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