



Face 2 Face 2013
Utrecht, November 28

PartnersUnited- Update

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MODERNIZATION

UNIFACE 9.6

UNIFACE 10

UNIFACE USER EVENTS

Agenda

- 
- A 3D white figure stands on a light gray shadow, holding a large white rectangular sign with a thin gray border. The sign contains a list of three items, each preceded by a red checkmark. The figure is simple, with a round head and no facial features.
- ✓ Prog.Update
 - ✓ Prog.Benefits
 - ✓ Uniface Gains
New Presence



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



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



UNIFACE
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Uniface, Gets The Job Done



3000 sites & Over 10 Million App. users

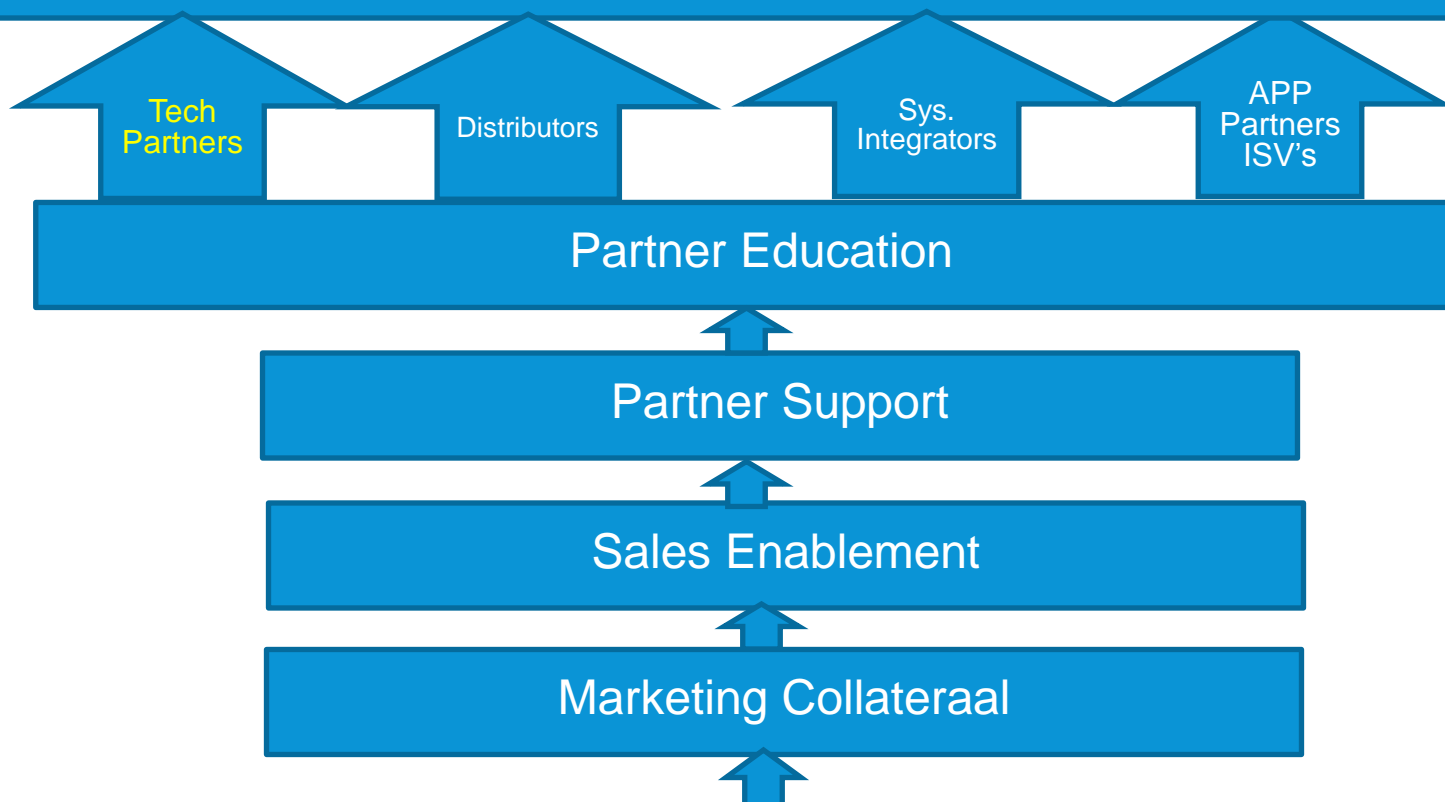


PARTNERS
UNITED



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Uniface Partners Universe



Uniface Partner Program

Virtually Interact, Collaborate & Learn



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

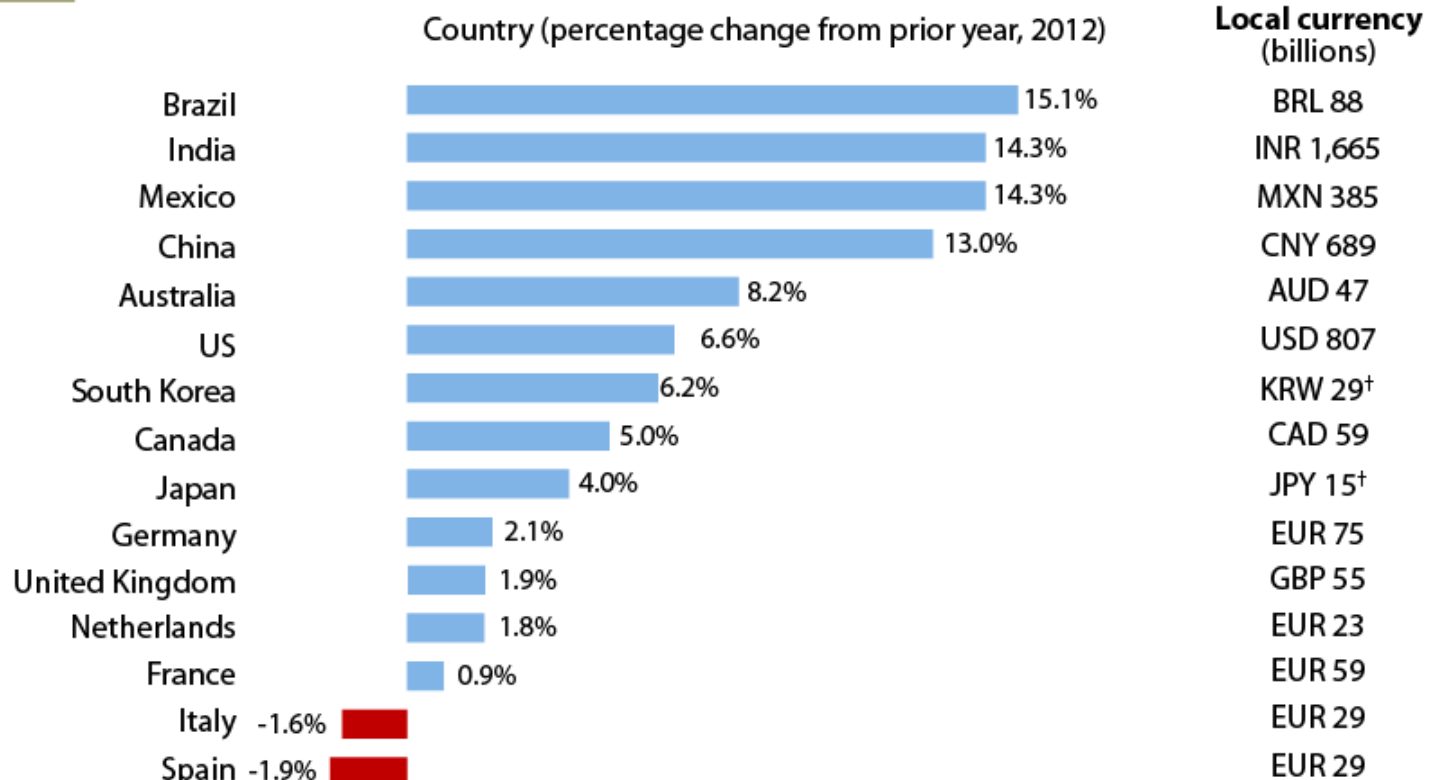
2012 is the year that the performance of emerging markets will be crucial to the growth prospects of the global technology industry. In particular, the top tier of the emerging markets, which we have dubbed the BRICTSAM countries (Brazil, Russia, India, China, Turkey, South Africa, and Mexico) we forecast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



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



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



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

The ten ways
we do it



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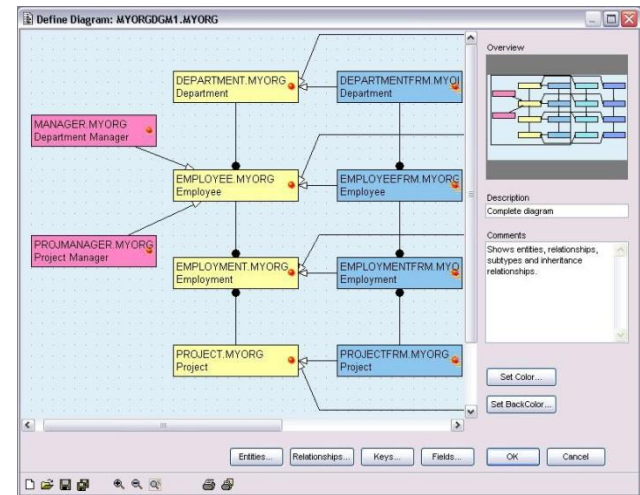
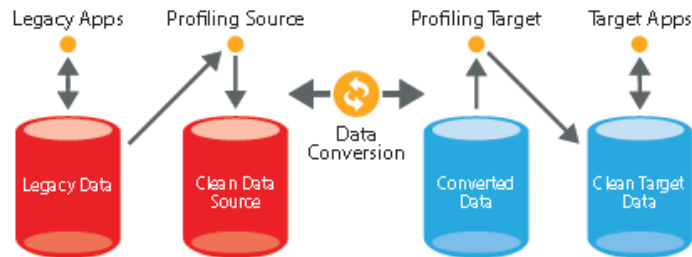
“NEW” Business Offerings

white paper

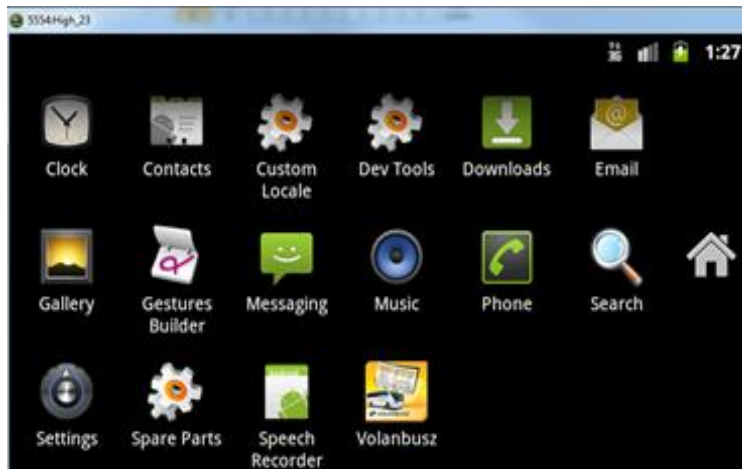
Data Conversion for Modern Applications

Trends, challenges and solutions of data conversion in application modernization projects

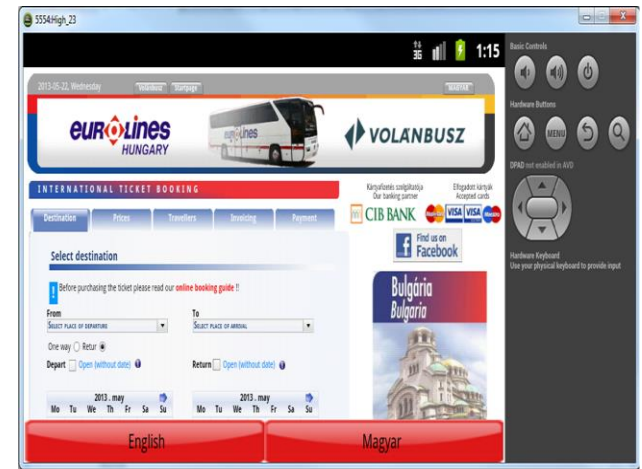
A white paper by: Ton Blankers, Uniface Client Manager



Web To Mobile in 33 Days !!



Volanbusz App. Ready On Mobile



Android Emulator



Uniface-All the Way

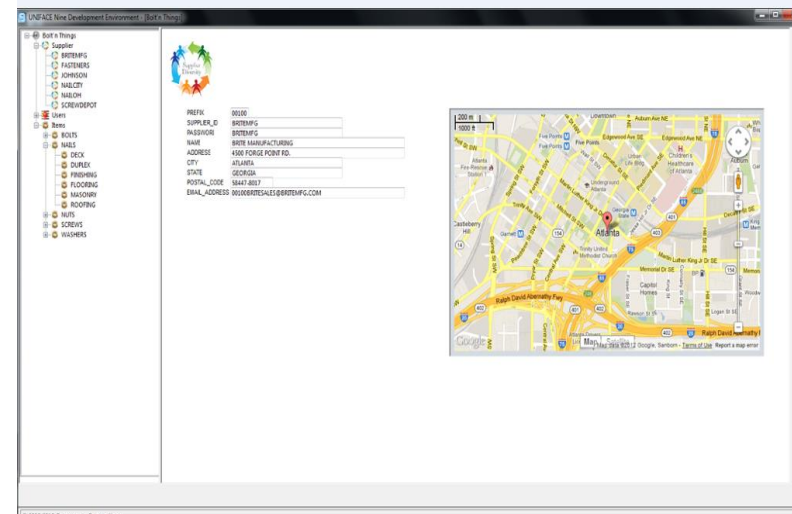
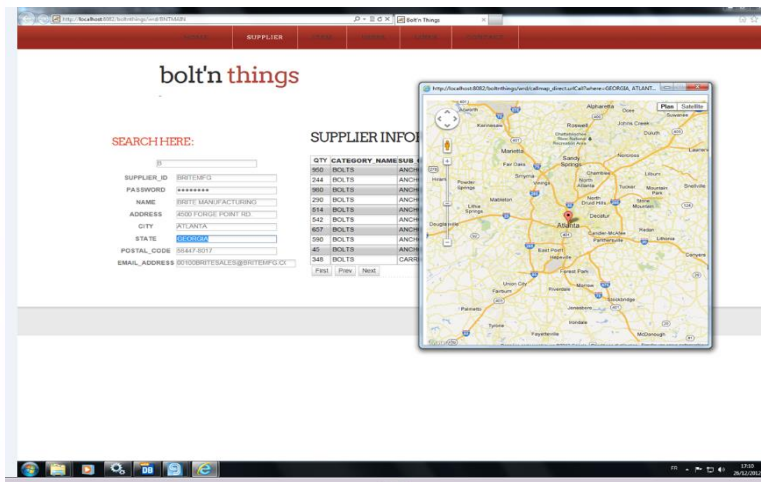


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                Row 1 to 6 of 6
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Member          --  PDAPROD  ITEM_SUPPLIER TABLE
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Use Uncom
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Relations
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Before



AFTER



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



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



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



The Resource Library

The screenshot shows a virtual event environment with a large screen displaying the 'UNIFACE PAPERS' library. The interface includes a top navigation bar with the 'PARTNERS UNITED UNIVERSE' logo, links for 'Monitoring', 'www.uniface.info', 'Invite a Friend', 'Support', and 'Logout'. Below the logo are tabs for 'Settings', 'My Briefcase', and 'Announcements'. A search bar and a 'Users' dropdown are on the right. The main content area lists five documents, each with a PDF icon and links for 'View', 'Abstract', and 'Send to Briefcase':

- Uniface 9.6 Factsheet
- Uniface Modernisation Factsheet
- Enterprise Application Modernisation White Paper
- Uniface Rich Internet Applications White Paper
- Uniface 10 Step Application Development Brochure

The background scene shows a virtual hall with people, a large screen displaying the Uniface logo, and a 'RESOURCE CENTRE' sign. At the bottom, there are buttons for 'Online Attendees' and 'Networking', along with social media icons for Facebook and Twitter.



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PARTNERS
UNITED



Uniface eXtensions - 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



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



Features (continued)

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



Partner Showcase

The image displays a screenshot of the Maritz website's partner showcase. On the left, a grid of partner logos is visible, including Maritz, jive, USMOTIVATION, GEORGE F. JOHNSON, Cisco webex, SHAKER, FREEMAN, and Swift Media GROUP. A large red arrow points from the Maritz logo in the grid to a larger, detailed view of the Maritz company page on the right.

The detailed view of the Maritz company page includes the following elements:

- Header:** "WELCOME TO MARITZ!" with a rating of 4.5 (2) and links for "Read Comments (1)" and "Write a comment".
- Main Content Area:** A large image of a woman with the text "people performance" and "Understand, Enable, Motivate". To the right of the image is a paragraph: "At our core is a belief in the power of people to transform business. Our mission is to realize that power so that you can meet the challenges of fragmented media, commoditization, greater diversity, and much more. We understand, enable and motivate people, helping your business respond to change and grow."
- Left Sidebar:** A list of links: "Welcome", "Chat with Maritz", "Docs and Links", "Maritz Blog", "Maritz Online", and "Tweet @Maritz_LLC".
- Bottom Section:** A section titled "STAFF (2)" with two profile pictures and names: "Matt Goodwin" and "Adam Mankoff".



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



Uniface-The Power Behind Your App

- Supporting Partners Business
- Joint Visits To Partners Elite Customers



Israel



Israel



ProgesPlus



RAVE Technologies



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



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



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



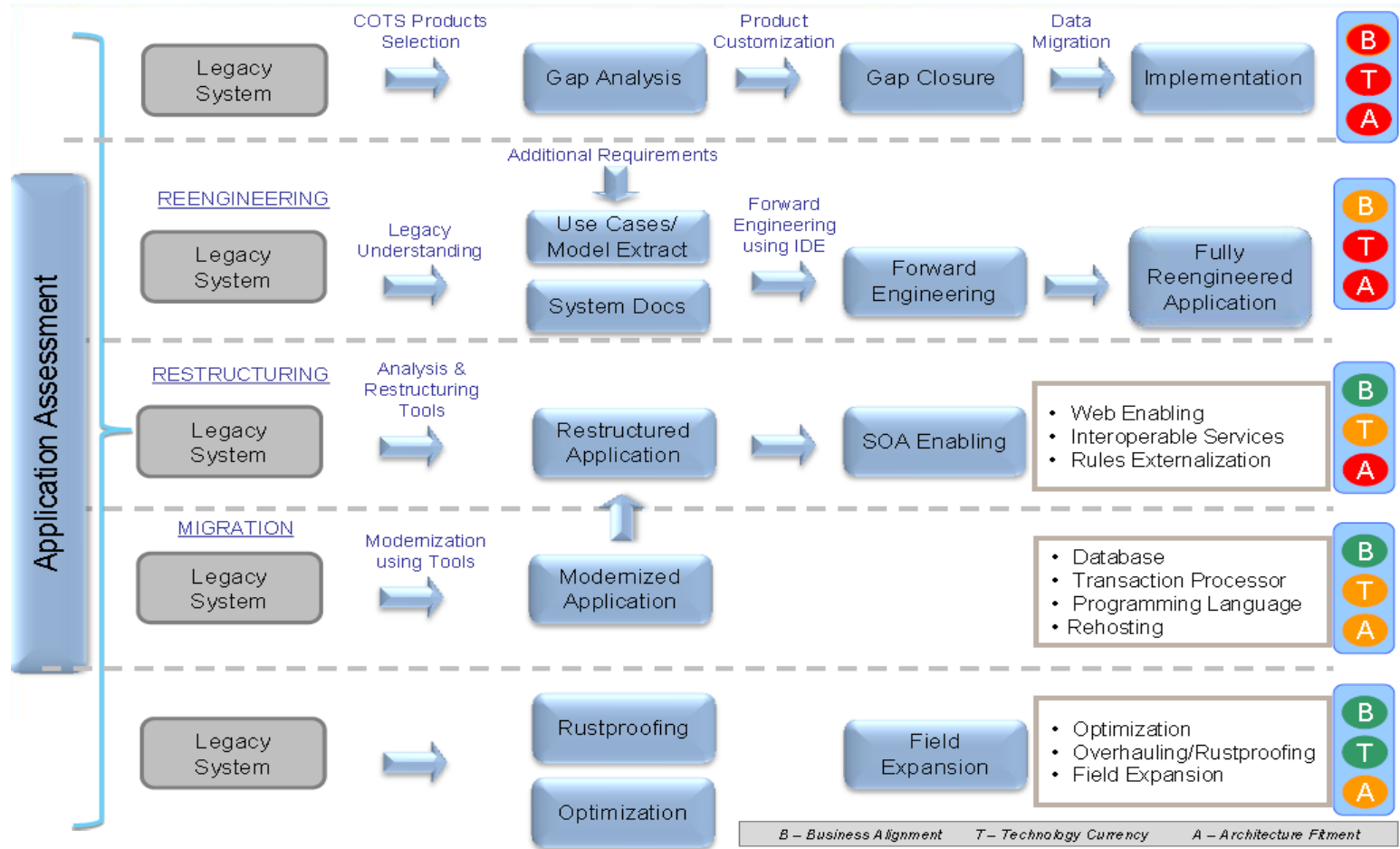
TCS- International Presence

- 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

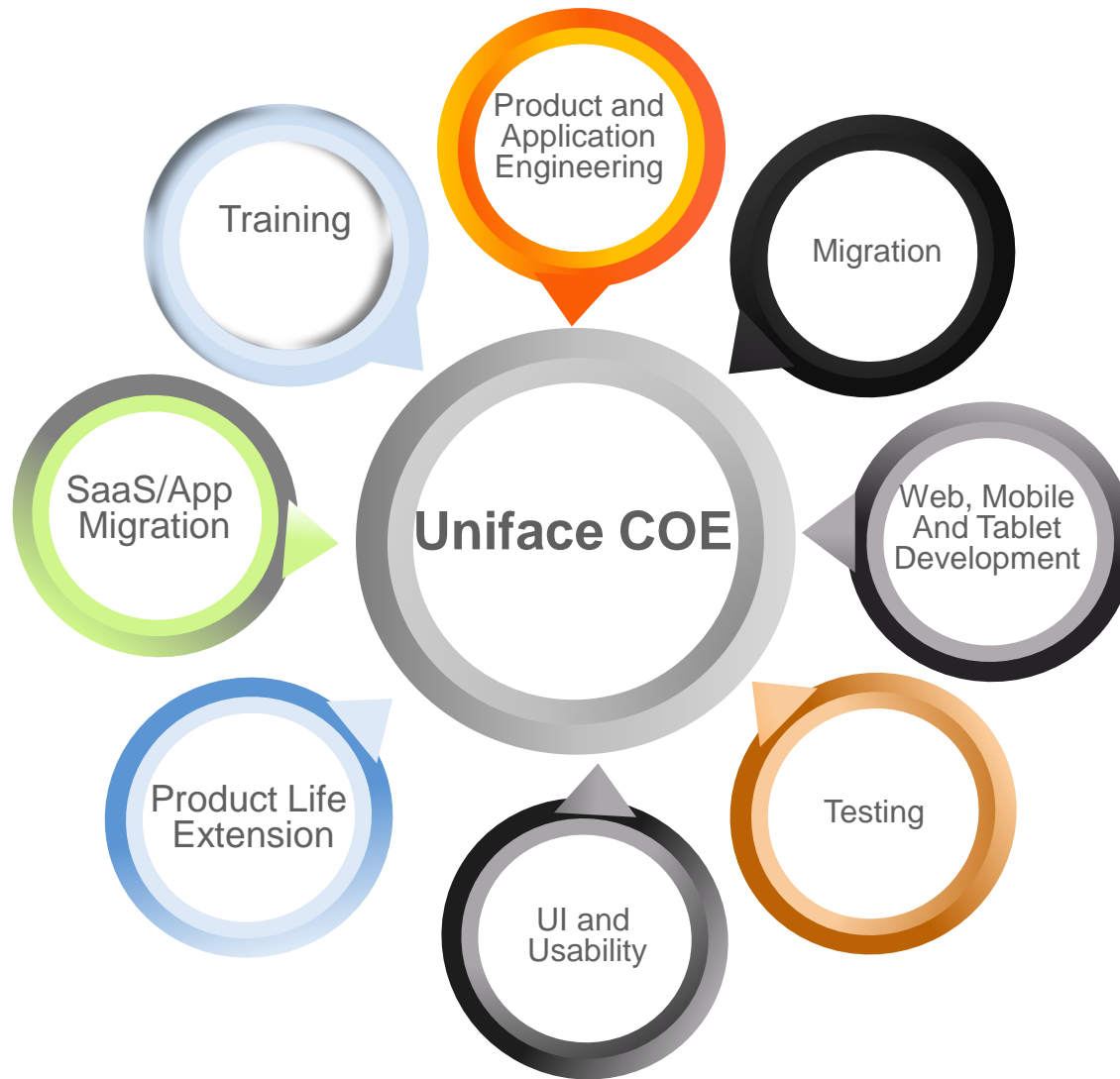


Way Forward

Way Forward

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





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 !



Uniface Partner's Being Recognized

- Uniface WW Challenge winners



Techshire



Unividuals



ABF InformatiK



B-Plan



Swisslog AG



Aareon



TME



Epsilon



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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



Thank You & Questions



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Visit us on:

