



SoftPLC Corporation  
25603 Red Brangus Dr  
Spicewood, TX 78669  
512/264-8390  
FAX: 512/264-8399

Dear Systems Integrator:

For the past 26 years, SoftPLC has been actively occupied in creating and developing application software programs such as *TOPDOC*, which have been designed to significantly reduce the time required to develop, document, test and maintain programs for PLC's. Since time is money, the benefits to you are obvious.

And, since 1993, our *SoftPLC* PAC's also provide tremendous opportunities for aggressive, visionary control systems engineers to further establish themselves as industry experts. Open control systems with multi-vendor components provide many benefits. However, the knowledge and expertise to create application solutions from these products is not always found at the end user level. Implementing SoftPLC based control systems, networking and bus I/O are only some examples where integrators can add value.

Our hardware product offerings, *SoftPLC In Tealware*, *Hardbook SoftPLC's* and *SoftPLC Processors* along with our *Web Studio* HMI/SCADA products, and *Gatecraft* firewalls and industrial networking products, make creating open architecture systems worry-free and cost effective. The competitive advantages you'll have over other integrators is astounding!

Our long time history in the industrial software arena enables us to provide a marketing program designed to create mutually beneficial relationships with companies, such as yourselves, that provide support to the industrial control marketplace. Our **System Integrator Program**, which is described on the following pages, is intended to address your need for a vendor/partner in meeting the requirements of your customers for state-of-the-art automation/control systems.

Our objective is to supplement your current capabilities with our field proven software tools and industrial hardware products which will reduce the effort required to deliver solutions to your customer base, and will provide the customer with a better solution for his needs.

**This is not just a discount plan!** It is a comprehensive, structured partnering program designed to reward you for your efforts, and address your cost of sales as well as your overall system costs. **Please review the enclosed information and see for yourself the competitive advantage you can enjoy as an Authorized SoftPLC Systems Integrator**, then contact SoftPLC Corporation or your local SoftPLC Authorized Distributor, to discuss any questions that you may have. We look forward to a long and mutually beneficial relationship.

Sincerely,

A handwritten signature in black ink, appearing to read "Cindy Hollenbeck". The signature is written in a cursive, flowing style.

Cindy Hollenbeck  
Vice President

# SoftPLC Authorized Integrator Program Overview

## BENEFITS

**Discounts.** You can purchase products at attractive discounts according to the Authorized Systems Integrator discount schedule. SoftPLC Distributors will also honor these discounts when you place orders through them.

**Consignment Development Software.** You are provided with TOPDOC (*Cat No TDNG-FN or TDLX-FN*) and Web Studio (*Cat No SSD-15X*) software for your own use on a consigned basis (eg: not for resale/transfer to any other party).

**No Annual Support Fees.** Consigned software registered to you will be under premium support as long you maintain your status as an Authorized Systems Integrator and have a good credit history. This includes technical support as well as software updates.

**No Training Fees.** Integrator employees can attend product training courses in Austin, TX at no charge, based on availability.

**Project Registration Commissions.** You may register projects with SoftPLC to receive credit in the event you do not win the project business. If we accept the registration, you will receive a credit of up to seven percent (7%) of the Net Purchase Price on the SoftPLC components used on the registered project.

**Leads/Marketing Support.** You receive project leads when customers request integration assistance. Your company is listed as an Authorized System Integrator on our website. We can promote your success stories and case studies. Free marketing materials and product literature are provided. You can promote your company as an Authorized SoftPLC Integrator in your marketing materials and website.

## REQUIREMENTS

**Application.** Complete the Authorized SoftPLC Integrator Application and submit it for approval to SoftPLC Corp.

**Program Fee/Agreement.** Upon acceptance of your application, execute the Authorized SoftPLC Integrator Agreement and remit a one-time, non-refundable fee of \$2,000. This fee covers the costs associated with SoftPLC providing consignment software, unlimited support and updates, initial marketing materials/services, and is a confirmation of your intent to become a long-term partner with SoftPLC.

**Annual Commitment.** In order to maintain your status as an Authorized SoftPLC Integrator and to retain your consigned software and upgrades, you must annually:

- Implement SoftPLC products in at least 2 end user accounts that have not previously used SoftPLC products
- Attend a product training course or pass a written product competency exam

# SoftPLC Corporation

## Authorized Integrator Program Application

<b>Company Name:</b>		
<b>Street Address:</b>		
<b>City:</b>	<b>State:</b>	<b>Zip/Postal Code:</b>
<b>Country:</b>		
<b>Phone:</b>	<b>Fax:</b>	
<b>Website:</b>	<b>Email:</b>	

<b>Company President:</b>	<b>Date Founded:</b>
<b># Employees:</b>	<b>Annual Revenue:</b>

<b>Primary Contact for Program:</b>	<b>Title:</b>
<b>Email:</b>	<b>Cell:</b>
<b>Phone/Ext:</b>	

<b>Secondary Contact for Program:</b>	<b>Title:</b>
<b>Email:</b>	<b>Cell:</b>
<b>Phone/Ext:</b>	

<b>Geographic Areas Covered:</b>
<b>Industry/Application Specialties:</b>
<b>Other Information:</b>