

Partner Junction Program

ENGINEYARD.COM / 1-866-518-9273

Leverage Engine Yard's partner junction program to get to market faster, ensure expert support for your clients' apps and secure an ongoing revenue stream.



Why Engine Yard

We're committed to helping you build great apps. Our success is built on the strong partnerships we have forged with leading innovators in the cloud services market ranging from IaaS and SaaS partners to the most important driver of our business – development shops, digital agencies and system integrators. We invite you to be a part of that success.

Over 300 development shops, digital agencies and systems integrators have partnered with Engine Yard to develop and deploy their clients' applications using our platform, services and support. We offer:

- Lucrative financial incentives
- Premium level support for advanced partners
- Application migration services and complimentary test, development and staging hours
- Access to application data through our partner dashboard
- Joint marketing activities

By partnering with Engine Yard you can:

- Get to market faster while being able to meet the growing needs of your clients and users
- Secure an ongoing revenue stream and increased client loyalty by integrating Engine Yard in your value proposition
- Sleep uninterrupted; our support experts are ready around the clock to respond to issues affecting your clients' application if they arise

Program Details

Features	Standard	Select	Advanced
MRR requirement	-	\$2500	\$5000
Dashboard access	Yes	Yes	Yes
Monthly commissions	-	5% of MRR for first 12 months of instance life	5% of MRR for first 12 months of instance life
Spiff	-	15% of MRR for first 3 months of instance life	20% of MRR for first 3 months of instance life
Project lead marketplace	General access to projects	Early access to projects	Early access to projects
Website presence	Listing on engineyard.com	Listing on engineyard.com	Listing on engineyard.com including dedicated page in the Advanced Partner Section
Free hours	Standard (500 free hours)	Standard +1000 development hours rebate for each new client	Standard + 2500 development hours rebate for each new client
Support	-	-	Free premium support for partner
Professional services	-	10% discount	20% discount
Account management	-	-	Dedicated partner account manager



Incentive Program Membership

The partner junction incentive program is available to advanced and select partners. Eligible products include:

- Most instance types under the partner's own account and client accounts
- Partner's **referred** accounts
- Premium support contracts purchased by partner's referred clients

Engine Yard™ CLIENT INSIGHTS (Beta)
signed in as Apps-R-us.

reports ▾ monitoring marketplace help

my account ▾

Congratulations! You have earned about \$5,800 to date through the Partner Junction program!

Incentives Summary account: **Apps-R-us**

Year	Month	Client	Environment	30-day eq. MRR <small>?</small>	Commissions <small>?</small>	Spiff <small>?</small>
2014	2	apps_r_us	production3		\$9.94	\$39.74
			production4		\$9.94	\$39.74
		coca_cola	demo		\$9.94	\$0.00
			production		\$59.62	\$79.49
			staging2		\$4.75	\$19.01
			training		\$31.54	\$13.52
		oldsquare_com	staging4		\$3.40	\$13.60
		united_airlines	production2		\$19.87	\$0.00
			staging1		\$4.75	\$19.01
			staging3		\$4.75	\$0.00
		premium support contracts			\$45.00	\$0.00
<i>February 2014</i>				<i>\$13,257.29</i>	<i>\$203.49</i>	<i>\$224.10</i>
<i>Total</i>					<i>\$203.49</i>	<i>\$224.10</i>

show history
Back

export to csv

last updated at: 23:59 - Feb-18-2014 (about 23 hours ago) - terms



Client Insights

The Client Insights dashboard was developed to give our partners real-time insight into their client applications, and to help increase their ongoing revenue stream through qualifying products and lead generation efforts. Through Client Insights you can:

- View consumption trends through daily usage and spend reports per client that can be exported to .csv for further analysis
- Proactively mitigate potential performance issues on your clients' apps through real-time application monitoring from New Relic
- Access new revenue streams by products that qualify for the incentive program

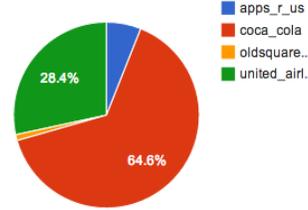
reports
monitoring marketplace help
my account

by environment
by application

account: **Apps-R-us**

Client name	Environment name	Est. hours	Est. charges
February 2014			
apps_r_us	production3	432	\$198.72
	production4	432	\$198.72
coca_cola	demo	432	\$198.72
	LDProduction	432	\$95.04
	production	3,024	\$3,244.32
	staging2	432	\$95.04
	training	864	\$630.72
oldsquare_com	staging4	309	\$67.98
united_airlines	production2	1,728	\$1,684.80
	staging1	432	\$95.04
	staging3	432	\$95.04
<i>other expenses (S3, EBS, Data Transfer etc.)</i>			\$450.23
see environment usage history			export to csv

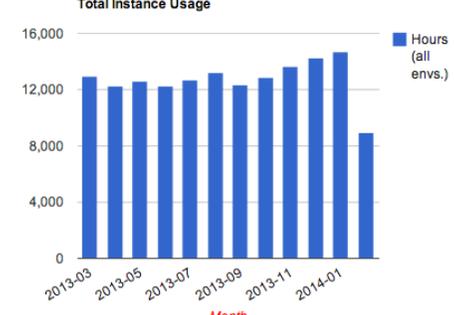
Break-down of client spend (current month)



- apps_r_us
- coca_cola
- oldsquare...
- united_airl...

View time charts for most recent: 3 months 6 months all

Total Instance Usage



Hours (all envs.)



Project Lead Marketplace

We have partnered with MyCrowd, a leading crowdsourcing service to deliver exclusive PHP, Ruby, Java, and Node.js project leads to our partners. Select and advanced partners receive early access to project leads and standard partners receive general access. MyCrowd complements your lead generation efforts by providing you with access to high revenue projects from potential clients. These projects are filtered into the partner dashboard and are available for partners to bid on and procure.

Engine Yard™ CLIENT INSIGHTS (Beta)
signed in as Apps-R-us.

reports ▾ monitoring marketplace help

my account ▾

Project Marketplace

Engine Yard and crowd-sourcing provider MyCrowd have partnered to provide access to business opportunities in areas of potential interest to our Partners. Some of the projects listed below have been selected by MyCrowd based on specific criteria (eg. minimum project amount, programming language etc) and provided to Client Insights on an exclusive basis. Use the search function in the left pane to further refine your search to specific categories, project budget amounts etc.

Search for Work

Click Here For Basic Search

Advanced -

List keywords for text search

Title

Min budget

Max budget

Offers

Duration

Categories

Search Now

TASK NAME	DESCRIPTION	BUDGET	CATEGORY
Build a custom, active sorting, map-based real estate search	We are looking for a clean new concept for our main company website. Our company is small but we exist in a competitive southeast asian real estate market, so we want the site to stand out with some great features (admittedly a	\$5000.0	Other - web de
Front-end Developer/Designer	We are a completely online company that requires an extremely creative and experienced front-end developer/web designer to help us design our website. You would be completely responsible for all the HTML elements. You will	\$6000.0	Other - web de
iPhone, Android App & website Development	Hello all! What I want my app to be able to do: Ok, so here is a basic outline and explanation of what I would like my app to be able to do It's a simple app that has 8 different habits. It helps an individual track those habits. The habits	\$10000.0	Other - web de
CONVERT A MAGENTO SITE TO A RESPONSIVE	Convert a Magento Ecommerce site into a responsive site for tablets and phones.	\$5000.0	Other - web de
VISITOR / EMPLOYEE MANAGEMENT SYSTEM	PURPOSE OF PROGRAM I am looking to have built a visitor/employee management program. I am interested in using it internally for my company, as well as licensing various versions of it to SaaS. This program could be used	\$7500.0	Other - web de
Consultant entrepreneur	I am seeking real people looking to retire in 3-5 years. I would like to offer you an opportunity with in the health industry to help change people physically and financially. As we all know the health industry is a multi billion dollar	\$5000.0	Other - web de
3D mobile game developer wanted	I need an experienced unity 3D game developer to build a mobile app for me.	\$10000.0	Other - web de
3D mobile app developer wanted	I am looking for a experienced unity 3D game developer.	\$10000.0	Other - web de
Personal Financial Budget App	Simple budget app for manually adding transactions and budgeting. Features: + Ad banners + Password protection + Pull notifications + NO bank connectivity; manual transaction entry only. Backend to access database	\$15000.0	Other - web de

Powered by MyCrowd



Website Presence

All our partners are listed on the Engine Yard site. Advanced partners also receive a dedicated page with company description, featured projects, specialties, contact information and more.

The screenshot shows the Engine Yard website's 'DEVELOPMENT PARTNERS' page. At the top, the Engine Yard logo is on the left, and navigation links for 'FEATURES', 'USE CASES', 'PRICING', and 'BLOG' are in the center. On the right, there are links for 'FREE TRIAL' and 'SIGN IN'. Below the navigation is a dark blue header with the text 'DEVELOPMENT PARTNERS'. Underneath this header is a grid of eight partner cards, each with a green checkmark in the top right corner. The cards are arranged in two rows of four. The first row includes AREA 17, COPIOUS, HYBRID GROUP, and MOUNTAINPASS TECHNOLOGY. The second row includes MOXIE MEDIA GROUP, SMARTLOGIC, WEBFICIENT, and 8NINTHS. Each card features the partner's logo, name, and a brief description of their services.

Engine Yard FEATURES USE CASES PRICING BLOG [FREE TRIAL](#) [SIGN IN](#)

[Back to Partners](#) | [Development Partners](#) [Add-on Partners](#) [Strategic Partners](#)

DEVELOPMENT PARTNERS

- AREA 17**

We believe websites can change people's lives... Is that crazy?
- COPIOUS**

User-centered digital experience agency
- HYBRID GROUP**

Handmade Apps That Work
- MOUNTAINPASS TECHNOLOGY**

MountainPass Technology: Your partner for end-to-end tech development.
- MOXIE MEDIA GROUP**

Web-Application Design & Development
- SMARTLOGIC**

We can take your business places you never dreamed possible.
- WEBFICIENT**

Strategy & Software Development
- 8NINTHS**

We live & breathe the emerging web.



Joint Marketing Opportunities

Blogs

As a partner, you can leverage the Engine Yard blog (reaching 10,000+ viewers per week) as a platform for thought leadership, technical learning and industry discussions. We will work with you on topics, post on our blog and promote via social media.

Webinars

We host webinars with our partners and other industry experts covering new technologies, design trends and inspiration, techniques, tools and best practices, project challenges, lessons learned and more. We will manage the end-to-end process including logistics, invitations and promotion, agenda and more; partners help with topics, agenda, speakers and getting the word out. These webinars help partners build brand awareness and establish their company and people as experts in their fields.

Joint Case Studies

Client case studies are an excellent way to showcase your client's project and success and highlight your company's unique role in delivering that success. We will take the lead in drafting the case study with your and your client's input, review and approval.

Co-hosted Events*

We work closely with our partners to co-host networking events, seminars and workshops for prospects, clients and the community giving them the opportunity to promote their brand and services to a broader audience. We manage the end-to-end process including logistics, invitations and promotion, agenda and more; partners help with topics, agenda, speakers and getting the word out.

*Co-hosted events are available to advanced partners only and must meet specific attendee demographic and topic/content criteria

FAQ

Further details are available in our FAQ <http://partnerdashboard.engineyard.com/help>

Engage, Execute, Excel with Engine Yard

To join our Partner Junction Program, email us at partners@engineyard.com



About Engine Yard

Engine Yard is the leading cloud application management platform empowering developers and DevOps to deploy, manage, monitor and control applications in the public and private cloud.

We give our customers unmatched control and choice through a broad and trusted application cloud, coupled with expert support, enabling them to focus on creating great applications instead of managing their platform.

Thousands of customers in 58 countries run on Engine Yard, from explosive-growth Web startups to Fortune 500 enterprises. We're backed by some of the most innovative venture capital firms and cloud pioneers including Benchmark Capital, New Enterprise Associates, Oracle and Amazon.

Engine Yard™

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PARTNER JUNCTION PROGRAM