



# The SuiteCloud Developer Network

## SDN Membership Benefits

### • Product Management

- NetSuite roadmap access
- Joint roadmap planning

### • Technical Services

- NetSuite development accounts
- Product and API training
- Technical content and samples
- User Group access
- Technical webinars and other events
- Technical support
- Beta participation
- Customer support alignment
- Integration guidance
- Technical account management

### • Marketing Support

- SDN logo
- SuiteApp.com listing
- Lead distribution
- Marketing tools
- Joint PR and quotes
- Go-to-market planning
- Events sponsorship

### • Sales Support

- Demo account
- Listing on Sales intranet
- Sales tools
- Referrals
- Mutual referral agreement
- Team selling

### • Account Management

- Newsletter
- Partner Portal
- Quarterly business review
- Quarterly technical review
- Semi-annual joint roadmap planning

*Benefits vary with SDN Membership levels*

## Everything you need to take your business applications to the cloud

If you're ready to take your business to the cloud, join NetSuite's SuiteCloud Developer Network (SDN). You'll get everything you need to build innovative applications on the number-one platform for on-demand business management software. When you develop on NetSuite, you're seizing an opportunity to bring true value to a vast market of new customers—and begin delivering Software-as-a-Service (SaaS) solutions that grow your business.

## Partner with NetSuite

With NetSuite, you can reach the largest user base of any on-demand business software suite, including our core market, the "Fortune 5 Million" of mid-market companies and divisions of large corporations around the world. And because NetSuite is a global company with global clients, your solution automatically has an international market.

## NetSuite Business Operating System

The NS-BOS (NetSuite Business Operating System) gives developers, ISVs and solution providers a Platform-as-a-Service (PaaS) application development environment with a complete set of tools to build, integrate and distribute vertical applications for the real business cloud, faster than with any other Platform as a Service.

## Join the SuiteCloud Developer Network

Get the services and support you need to leverage the only extensible on-demand business software platform. The SuiteCloud Developer Network (SDN) is a dedicated, end-to-end program geared towards developers who build specialized vertical solutions to extend the NetSuite platform. As a member of the SuiteCloud Developer Network, you get everything you need to succeed:

- NetSuite development accounts
- Industry-standard development tools
- Comprehensive technical services
- Participation in product management roadmap planning
- Extensive co-marketing and lead generation programs
- Co-selling opportunities.

## NetSuite Membership Levels

SDN offers three membership levels:

### Community

This free membership provides technical essentials for individual developers and NetSuite customers who want to build applications for NetSuite but don't need extensive marketing and sales support.

### Select

The Select membership includes the end-to-end elements you need to successfully go to market with NetSuite-product management collaboration, comprehensive technical services, and co-marketing and sales support. Request more information about Select SDN membership.

### Premier

The Premier membership is open to technology leaders with significant market share in strategically important vertical markets. Premier members get all the benefits of Select members, plus a closer one-on-one relationship with NetSuite, including joint roadmap planning, technical account management, joint go-to-market activities and team selling. Premier membership is by NetSuite invitation only.

 Find out more: contact NetSuite Inc. at 1-877 NETSUITE or [www.netsuite.com/developers](http://www.netsuite.com/developers)



## SDN Membership Benefits

	Community	Select	Premier
<b>Product Management</b>			
- NetSuite roadmap access		✓	✓
- Joint roadmap planning			✓
<b>Technical Services</b>			
- NetSuite development accounts	1	Multiple	Multiple
- NetSuite product and API training	Fee	Discount	Discount
- Online technical content and samples	✓	✓	✓
- User Group access	✓	✓	✓
- Technical webinars and other events	✓	✓	✓
- Technical support		Silver	Gold
- Beta participation		✓	✓
- Customer support alignment		✓	✓
- Integration guidance			✓
- Technical account management			✓
<b>Marketing Support</b>			
- SDN logo		✓	✓
- SuiteApp.com listing		✓	Premier
- Lead distribution		✓	✓
- Marketing tools		✓	✓
- Joint PR and quotes		Invitation	Invitation
- Joint go-to-market planning and activities		Invitation	✓
- NetSuite events sponsorship opportunities		Eligible	Eligible
<b>Sales Support</b>			
- NetSuite demo account		✓	✓
- Listing on NetSuite internal sales portal		✓	✓
- Sales tools		✓	✓
- Mutual referral agreement		✓	✓
- Team selling		By invitation	✓
<b>Account Management</b>			
- SDN Newsletter	✓	✓	✓
- Access to Partner Portal		✓	✓
- Quarterly business review			✓
- Quarterly technical review			✓
- Semi-annual joint roadmap planning			✓
<b>NetSuite Production Account</b>			
- Run your business on NetSuite	Contact Sales	Discount	Discount
<b>SDN Program Criteria</b>			
- Sign program agreement	✓	✓	✓
- Actively develop NetSuite application		✓	✓
- By invitation			✓
- Annual membership fee		✓	✓

For more information, visit [www.netsuite.com/developers](http://www.netsuite.com/developers).

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