Reflective Solutions Partner Program

The Reflective Solutions partnering model has been designed to focus on building business for and with our partners. Partnering with Reflective is an attractive proposition with strong revenue generation opportunities and without the risks normally associated with adopting an alternative tool.

Our partner model is different. The costs associated with using our tools are clear and affordable, with our innovative and flexible licensing model allowing you to maximise your revenue. Partnering with Reflective Solutions **keeps your costs down, increases productivity and allows you to deliver results more quickly**, with as little or as much help as you need from us.

StressTester™ is an enterpise class application performance testing tool, capable of providing comprehensive, in-depth analysis of any web application's performance, scalability and load capacity. Proven to reduce project timescales and costs whilst still allowing testers to configure complex scenarios, **StressTester™** is a tool used by test professionals who wish to focus on the planning and results of performance tests and not be delayed by the complexity of the test tool.

WebLoadTest™ is a rapid application performance testing service delivered by world-class testing consultants using **StressTester™**, our extremely productive performance testing tool.

Sentinel is unlike any other performance monitoring service. Sentinel provides unparalleled monitoring of an application's availability, correctness and performance, and crucially, it monitors the underlying system, allowing pre-emptive rather than reactive action.

The Reflective Solutions partner model represents a change of focus for the company and was developed following a period of market consultation. As a result of this, we have a unique and innovative model with some key features:

- Free training
- Free mentoring and shadowing plan
- Priority access technical support
- Involvement from Reflective Solutions at a level to suit you
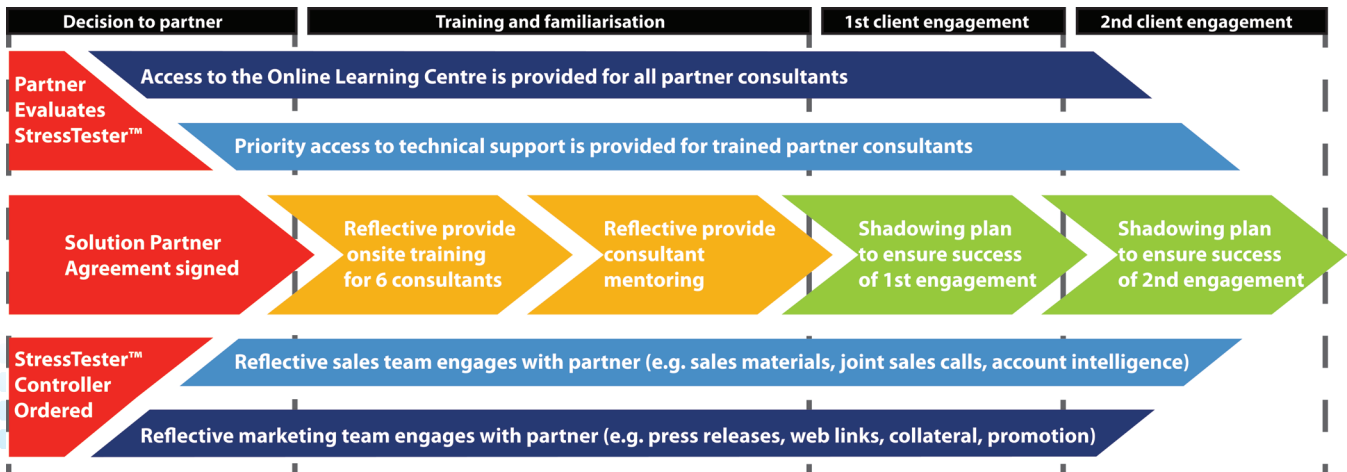- Flexible terms - you only pay us once your clients pay you
- Competitive licensing costs

We have 3 categories of partner - Solutions Partners, Reseller Partners and Affiliate Partners. The above benefits of the Reflective Solutions partner program are offered, wherever appropriate, regardless of the level a company joins at.

REFLECTIVE solutions

Benefits of becoming a Solution Partner

If your company already offers performance testing services:

- StressTester™ can be added to your existing suite of testing tools, delivering speed and cost advantages whenever you need them

- Win more business and maximise profit by lowering your costs

- Retain existing clients and minimise cost pressures

- Test faster - increase the value proposition or deliver within tight deadlines

Decision to partner	Training and familiarisation	1st client engagement	2nd client engagement
Partner Evaluates StressTester™	Access to the Online Learning Centre is provided for all partner consultants		
	Priority access to technical support is provided for trained partner consultants		
Solution Partner Agreement signed	**Reflective provide onsite training for 6 consultants** / **Reflective provide consultant mentoring**	**Shadowing plan to ensure success of 1st engagement**	**Shadowing plan to ensure success of 2nd engagement**
StressTester™ Controller Ordered	Reflective sales team engages with partner (e.g. sales materials, joint sales calls, account intelligence)		
	Reflective marketing team engages with partner (e.g. press releases, web links, collateral, promotion)		

If your company wants to deliver performance testing services:

- Create a new revenue stream with minimal effort

- Lower the bar to entry by using StressTester™ as your tool of choice

- Fair payment terms - only pay when you've been paid

- Get up and running quickly with our support

Our collaborative approach to working with partners allows us to be flexible in terms of being involved at as early a stage, and to whatever depth you would like us to be within your projects. Reflective Solutions is happy to co-source and will be there to assist you for as long as you need.

If you want us to manage a project or client engagment, then we can take responsibility and guarantee a succesful delivery. When you're ready to go forward by yourselves then we'll be there whenever you need us.

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