

## **LEARNINGSERVER**

### OEM Advantages Relative to VAR

IntraLearn Software offers multiple types of partner relationships. The following items detail why a potential partner might consider an OEM over a VAR relationship.

1. Significant pricing discounts starting at 50% off MSRP
2. Flexible distribution model (SaaS, Hosted, On-premise)
3. Free internal-use license that matches distribution volume
4. Software bundled into single solution
  - a. All functionality included in LearningServer Collections
  - b. All connectivity enhancements
  - c. OEM functionality bundle
  - d. Utility Server License
5. Distribute individual sub-licenses as low as 300 seats per customer
6. Branding guidelines modified to provide added weight of Partner brand
7. Access to OEM partner portal containing OEM-specific information/communication