

OEM Partner Program

Add Social Collaboration, Cloud and Mobile Capabilities to Your Software

Modern enterprise software must possess social collaboration, cloud and mobile capabilities. The OEM Partner Program aims to bring these eXo Platform features to your existing solution. In addition, you can:

- Modernize your offering and give your customers additional value.
- Lower your R&D costs by embedding out-of-the-box eXo Platform features.
- Speed up your time to market because eXo Platform is based on over 10 years of R&D!

[Contact us to learn how to supercharge your solution](#)

OEM Use Cases - How eXo Partners Are Using eXo Platform in Their Solutions

The eXo Platform OEM offering addresses three kinds of partners: resellers who want to white-label eXo Platform, vendors who wish to modernize their offering by adding social and collaborative features with a modern user interface and, finally, software vendors who want to integrate some parts of our product to save time on their own development.

These partners use eXo Platform features in four use cases:

- **Vertical solution development:**
eXo is great for horizontal collaboration. Its flexibility allows it to be adapted to very different needs. Since a large majority of ISVs operate in specific industries or niche markets, they have a deep understanding of the precise needs of their audience. These types of business can build an entirely new product simply by customizing eXo Platform.
 - **White labeling of eXo Platform to complete an offering**
You can distribute eXo Platform as white label, under your own brand. With [eXo Platform UXaaS](#), you also can distribute eXo Platform in a cost-efficient manner using the underlying cloud technology that scales to your needs.
 - **Re-using specific layers of eXo Platform to augment or complete an existing product:**
Even though eXo Platform's user interface is very flexible, some companies build their own interface. They leverage eXo's APIs to augment their own software.
 - **Front-end portal development:**
The classic way that eXo is leveraged is to build a front-end portal for unifying one or several software suites.
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Focus on Your Core Competencies and Let eXo OEM Deal With Social and Collaboration

The OEM Partner Program is specifically designed to assist software vendors interested in embedding social enterprise features into their applications and is intended to let them concentrate on their core skills, product development and support, leaving the social and collaboration components to eXo.

The program is quite flexible, from the technical and product aspects to the business aspects. It is built as a set of blocks, providing services, licensing and support for eXo Platform Enterprise Edition:



Licensing Benefits

- Access to [eXo Platform Enterprise Edition](#), a certified and production-ready system with professional documentation and a knowledge base
- White-label and embed eXo Platform Enterprise in your own software and redistribute it through your own direct or channel model
- Licensing pricing adaptable to your business model (license/subscription, per system/cores/users...) with discounts based on the committed volume

Technical Support & Maintenance

- Level 3 support relationship with eXo (eXo does not support your customers directly)
- As an OEM partner, you will pay an annual subscription to cover your entire customer base
- Premium (24x7) and Standard (business hours) support SLAs available
- Unlimited number of tickets, access to new maintenance versions and software update program

Consulting, Training and Technical Account Management

- Developer training with certification to bootstrap product integration and development
- Consulting services to support your development and integration phases
- Technical account management: This service provides a consistent primary technical contact at eXo, who will work with you to understand your ongoing technology requirements

[Learn more about our training program and professional services](#)

Marketing benefits

- Leverage the eXo brand by placing the partner badge on your website
- Have your company or product logo featured in eXo's Partner Directory
- Joint PR and events