



## MYOB Advanced Developer Program – At a glance

### Get your share of a rapidly expanding market

The MYOB Advanced Developer Program provides independent software vendors with the resources required to create, customise, extend, and integrate new functionality into the MYOB Advanced application.

As an accredited MYOB Advanced Developer Program member, we'll help you integrate your solutions, or develop new solutions, for MYOB Advanced. We'll provide you the support to streamline your journey towards selling and delivering add-on solutions to MYOB's growing Advanced clients base.

### Why become an MYOB Advanced Developer Partner?

MYOB Advanced is a contemporary cloud-native ERP and Payroll solution.

Why is this significant?

We offer new and interesting opportunities for working with our codebase. We're not just looking for API add-ons, we're seeking solutions that will seamlessly integrate with our solution to improve workflows for our clients.

### Why MYOB Advanced will help you sell your solutions!

MYOB Advanced is Australia and New Zealand's fastest growing cloud ERP and payroll solution. As a developer, you will have access to this growing customer base.

You'll also have an opportunity to work closely with our channel partners to access their customer bases and jointly work on sales opportunities.

### Why you should join today?

Our program is designed to provide you with access to the sales, marketing and technical support that you will need to develop, integrate and promote your solutions in the Australian and New Zealand markets.

The MYOB Advanced Developer Program puts you in the driver's seat. From capturing market opportunities to helping customers achieve their business outcomes. It supports the entire solution development lifecycle — from creation to go-to-market.

### Technical Resources

- Take advantage of our APIs, software developer kits, documentation, training courses and self-service support.
- Speed up your development with expert support staff.
- Once accredited, get fast, free access to our developer community.
- Earn your MYOB Advanced developer accreditation to be certified and gain credibility with our customers.

### Sales & Marketing Resources

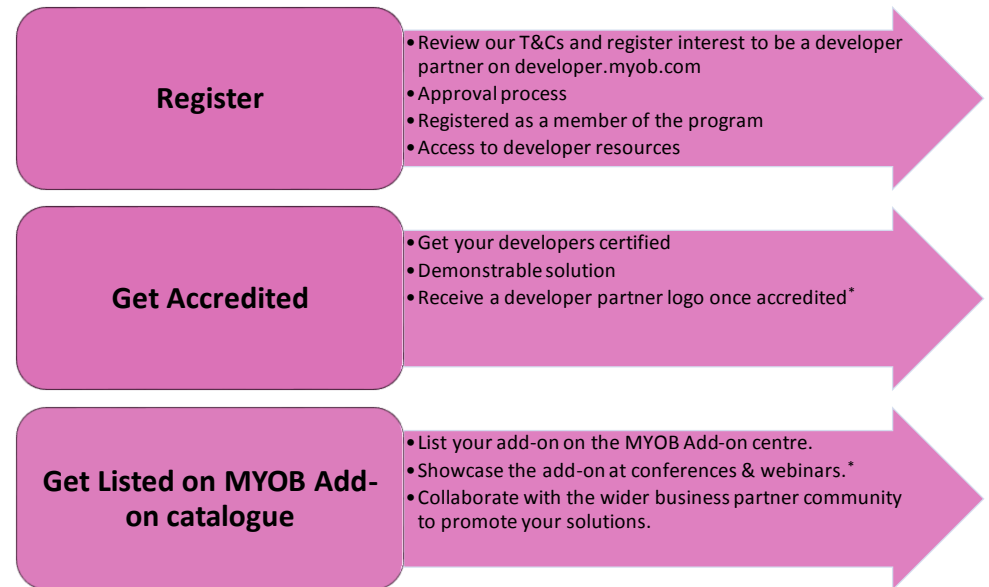
- Assistance from MYOB on the go-to-market strategy.
- Get more leads with access to MYOB's Add-on centre.
- Benefit from showcase opportunities at our webinars & conferences.
- Work closely with 50 channel partners to collaborate on sales opportunities.
- Gain 'sticky' customers with solutions that help businesses use MYOB Advanced to succeed.



## Program Levels & Benefits

BENEFIT	OPEN ACCESS	DEVELOPER PARTNER	PREMIUM DEVELOPER PARTNER
Cost	Free	\$200pm	\$500pm
Add-on solution type	Connected	Connected	Connected & embedded
<b>Software Entitlements</b>			
Developer Online Instance <sup>1</sup>	1 (for limited time)	1	1
Developer Local Instance <sup>2</sup>	10 MAK (for each edition)	10 MAK (for each edition)	25 MAK (for each edition)
Demo Online Instance			1
Early Adopter Access		Yes	Yes
Online Knowledgebase	Yes	Yes	Yes
Developer Community Forum Access	Yes	Yes	Yes
Online Training Videos	Yes	Yes	Yes
Online Developer Training Courses	Yes	Yes	Yes
Product Suggestion Voting <sup>3</sup>	Yes	Yes	Yes
Education Centre Access	Yes	Yes	Yes
<b>Support</b>			
Log Support Requests (only applicable to certified developers)	Unlimited for bugs	Unlimited for bugs	Unlimited for bugs
Developer Support (only applicable to certified developers) <sup>4</sup>	3 Support Requests per quarter	5 Support Requests per quarter	Reasonable Use
Priority Support			Yes
One-on-One Developer Sessions			1 per month (Not to exceed an hour and cannot accumulate)
After hours and emergency for critical issues	Yes	Yes	Yes
Integration Guidance		Yes	Yes
<b>Sales and Marketing</b>			
Add-on catalogue <sup>5</sup>	1 Listing	3 Listings	Unlimited
Showcase Webinars		Yes	Yes
Access to Annual Partner Conferences		Yes	Yes
Promotion via Community forums		Yes	Yes
Identify opportunities with partners <i>MYOB identifies opportunities with the partner community and will contact you as they arise.</i>		Yes	Yes
Promote Solution in newsletter/blogs			Yes
Marketing Capabilities Webinars <i>Attend webinar series exploring marketing concepts &amp; themes</i>			Yes
Access to Partner Resource Centre <i>Providing marketing resources</i>			Yes
Solution Validation			3 per annum
Solution re-certification			2 per solution per annum
Case Studies			1 per annum (Available resources based & shared costs)
Certified Add-on Logo			3 Solutions
Partner Accreditation (Developer Partner Logo) <sup>7</sup>		Yes	Yes

## On Boarding process



\* Not applicable to Open Access Level

## Take the Next Step—and Take Your add-ons and Business to a Higher Level

Join the MYOB Advanced Developer Partner Program today. Visit to <http://developer.myob.com/api/advanced/getting-started/> to explore membership opportunities.