



partner network
 **OpenSpirit**

innovation
through
integration

OPENSPIRIT 
Infinite Integration

OpenSpirit Business Partner Program

Partners are a key element of OpenSpirit's business. Through these relationships, OpenSpirit leverages the expertise of third-party developers to complement our position as the upstream open integration company.

We provide the connectivity environment that drives cross-discipline collaboration and unparalleled data access, enabling our partners to focus on the critical and ever-evolving science that supports their applications.

By creating a collaborative environment we will all have the opportunity to grow our business and better meet the needs of our mutual customers.



Why Partner with OpenSpirit

OpenSpirit understands market leadership. As the undisputed leader in upstream integration, we work with more than 40 key solution providers to deliver workflow flexibility and open data access to the industry.

By adding the "integration connection" to your solution offering, you will have the opportunity to link to an even broader range of data and applications, supported by our industry-proven technologies. This partnership results in a dynamic force capable of delivering unprecedented integration possibilities to the industry.

As an OpenSpirit Business Partner

- Enhance your technology and recognize measurable growth and increased profitability while capitalizing on interoperability with other partners' applications and accessing a multitude of industry-leading data stores
- Offer solutions that speed project deployment and improve workflow efficiency, while reducing total cost of ownership
- Participate in a larger market by leveraging our existing worldwide installation base at more than 250 oil companies
- Gain access to industry-leading integration technology, sales and technical training
- Enjoy enterprise access to our software and development environments
- Leverage our industry-leading brand

Span the Upstream Environment

The OpenSpirit Business Partner Program delivers a comprehensive set of tools and support to ensure the success of our partners. Working collaboratively, we can accomplish better results – faster – to bring the right integration solutions to the market at the right time. We are serious about increased interoperability and integration, and seek partners who share this vision.

Whether you are an independent software company, integration services group, or other solution or service provider in the upstream oil and gas market – we have a partner program designed for you.

Are you Ready to Broaden Your Reach?

To learn more about the OpenSpirit Business Partner Program, contact us today.

Brian Boulmay

Business Partner Manager
brian.boulmay@openspirit.com
+1 281 295 1449

Omar Alam

Business Partner Manager
omar.alam@openspirit.com
+1 281 295 1438

OpenSpirit Corporation
4800 Sugar Grove Blvd.
Suite 500
Stafford, Texas 77477 USA
Phone: +1 281 295 1400
Fax: +1 281 295 1401

**OpenSpirit Corporation
(UK) Ltd**
Phone: +44 (0)1483 757264

**OpenSpirit Abu Dhabi (UAE)
Office**
Phone: +971 (0)2 6269218

OpenSpirit Asia Pacific Office
Phone: +971 (0)2 6269218
Support: +614 3930 7640

Email: info@openspirit.com
Tech Support:
support@openspirit.com
or call +1 281 295 1400

www.openspirit.com



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How Can You Work with OpenSpirit?

- **Developer Partner:** Companies building commercial, off-the-shelf, desktop and Web solutions that leverage the OpenSpirit framework
- **Integration Partner:** Companies that develop, implement, and/or use OpenSpirit software as part of their consulting and project services business
- **OEM Partner:** Companies who embed OpenSpirit technology as an enabling piece inside their own software solutions
- **Value-Added Reseller:** Companies that market and sell OpenSpirit solutions as a value-added addition bundled with their own software or services
- **Reseller/Agent:** Companies or individuals who have the right to market and sell OpenSpirit technology across a specific geography