

A12 Partner Program

AI Low Code Platform for Enterprise Applications

Annika Frick and Hanna Purschke
Partner Management



A12 Partner Program


Welcome to the world of A12!

With the Partner Program, mgm opens up the full scope of chances coming from the A12 AI Low Code Platform and a proven software development methodology to more companies – laying the foundation for the widespread adoption of the low code approach to full-blown enterprise software.

At mgm, we believe that by sharing our award-winning A12 Platform, we can help create a new ecosystem that fosters new business opportunities and mutual growth. With your support, we will expand a growing ecosystem around A12 and establish low-code business applications as the new industry standard.

Excerpt of partners:



A product of  mgm

Annika Frick & Hanna Purschke, Partner Management

3 Arguments for A12

Why leading organizations choose A12 as their digital platform:

German Platform and Digital Sovereignty

- Digital **sovereignty** for your **data** and development – no “black box”
- **German manufacturer**, 30+ years on market

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Low Code, AI and Enterprise Software in One Platform

- **Business users design apps** independently – low code and deterministic AI framework for model-driven engineering
- Maps **complex business logic** and validations via low code

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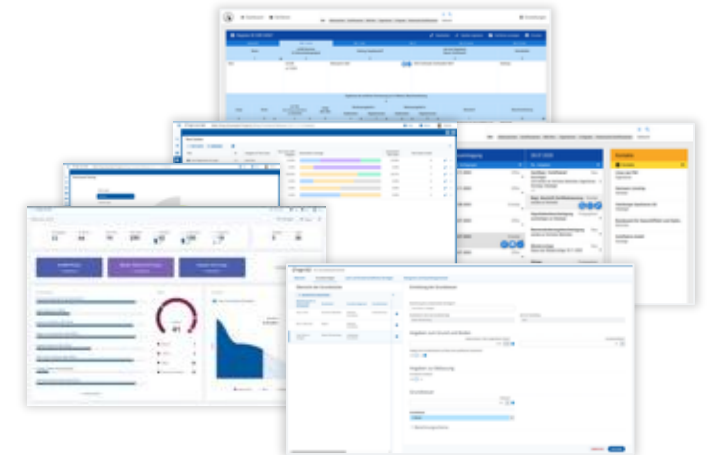
Open Source, Open Code, No Vendor Lock-In

- State-of-the-art tech stack, constantly updated
- Full **access to platform source code**
- **Flexible operation** on-premises or cloud

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The Open Enterprise Low Code Platform

A shared, model-based development platform for business and IT teams.
 For professional enterprise applications in complex IT environments.
Greater efficiency. Less risk. More digital sovereignty.



What is A12?

One of the largest open platforms for the development of complex web applications, e.g., for specialist departments and administration, sales, HR, logistics, and procurement.

Who is A12 for?

For mixed teams of specialists and IT experts in government agencies and companies who want to implement specialist business applications themselves in agile teams.

Why A12?

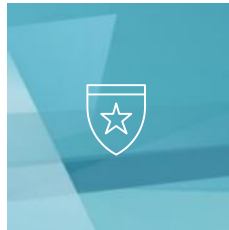
Less project risk through the provision of proven development and process models based on 30 years of experience – a ready-to-use, modular toolkit.

Languages	UI	App Server	Persistence	Infrastructure & Containerization
TypeScript	React	Apache Tomcat	Microsoft SQL	Microsoft Azure
Java	React.js	Jetty	Solr	Docker
Kotlin	Angular	WildFly	Oracle	HELM
Scala	Redux	WildFly	MySQL	Stack
ANTLR	Redux-Saga	Spring	Camunda	Gratia
				Gratia I&I
				Jenkins
				DEX



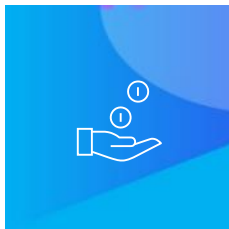
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Partner Benefits



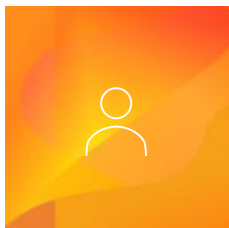
Full A12 Enterprise Access

Full Access to A12 AI Low Code Platform, including all Enterprise Components and AI Features.



Revenue through Licence Participation

Additional Revenue Opportunities through attractive License Participation for your registered deals.



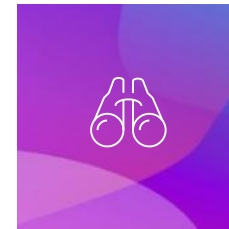
Customized Onboarding & Certification

Dedicated Contact Person to guide you through the Onboarding Process, offering tailored Enablement Programs and Certifications at discounted prices.



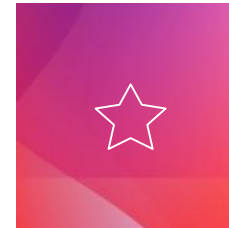
Technical Support by A12 Experts

Direct Access to A12 Experts to support your Teams in all relevant fields like Development, Business Analysis, Quality Assurance and Security.



Sales & Marketing Support

Broad Marketing Resources and Sales Guidance to enhance your outreach and capitalize on Business Opportunities.



Exclusive A12 Information & Events

Access to exclusive Release and Enterprise-level Information, as well as special Events tailored to keep you ahead of the curve.

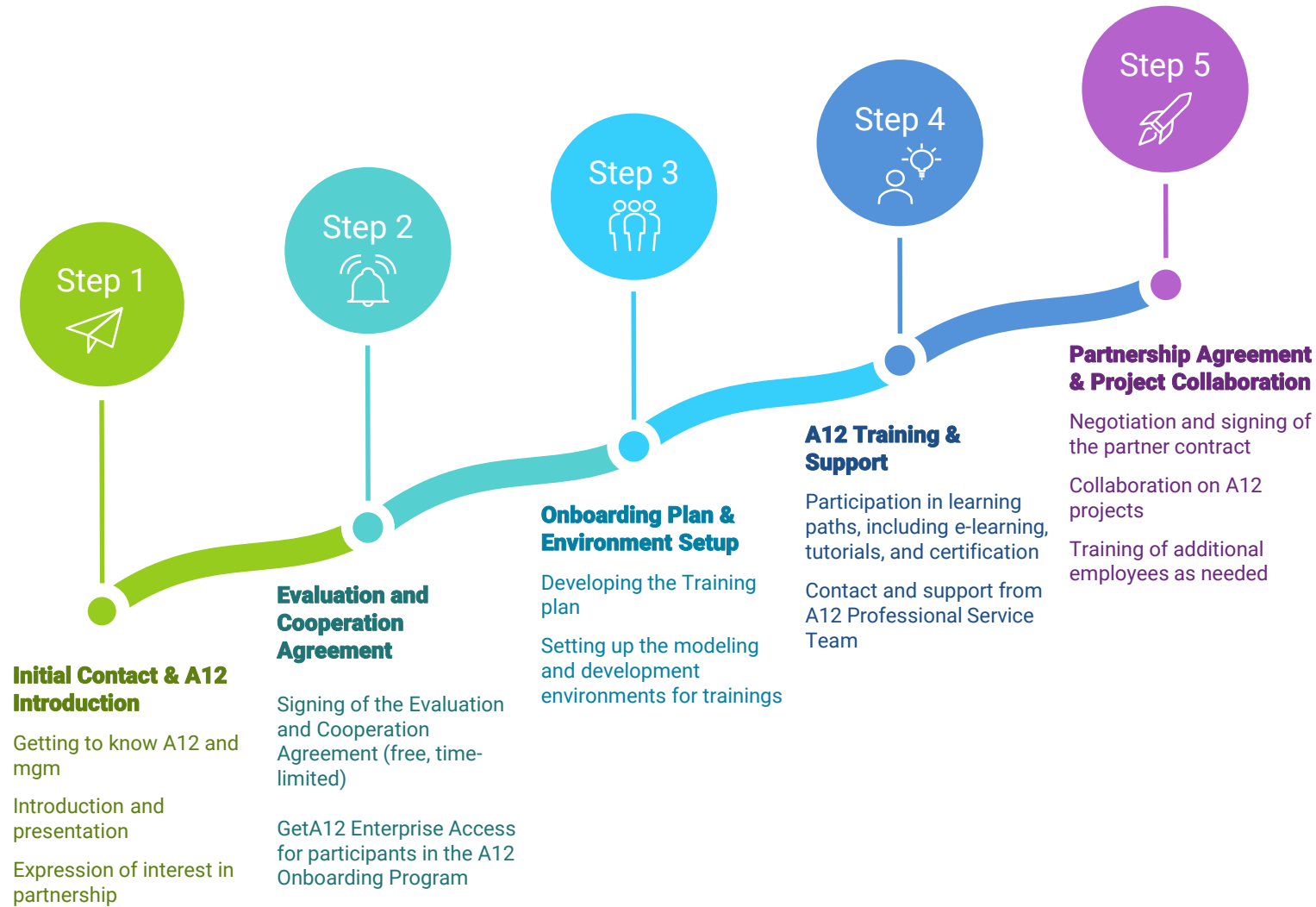
Partner Types

Implementation Partner	Reseller	OEM Partner	Technology Partner
Implementation of Customer Projects using A12 Enterprise Edition	Sales of A12 Enterprise Licenses or A12-based Solutions	Development of Product Solutions based on A12	Development of complementary Software Products that can be integrated into the A12 Solution

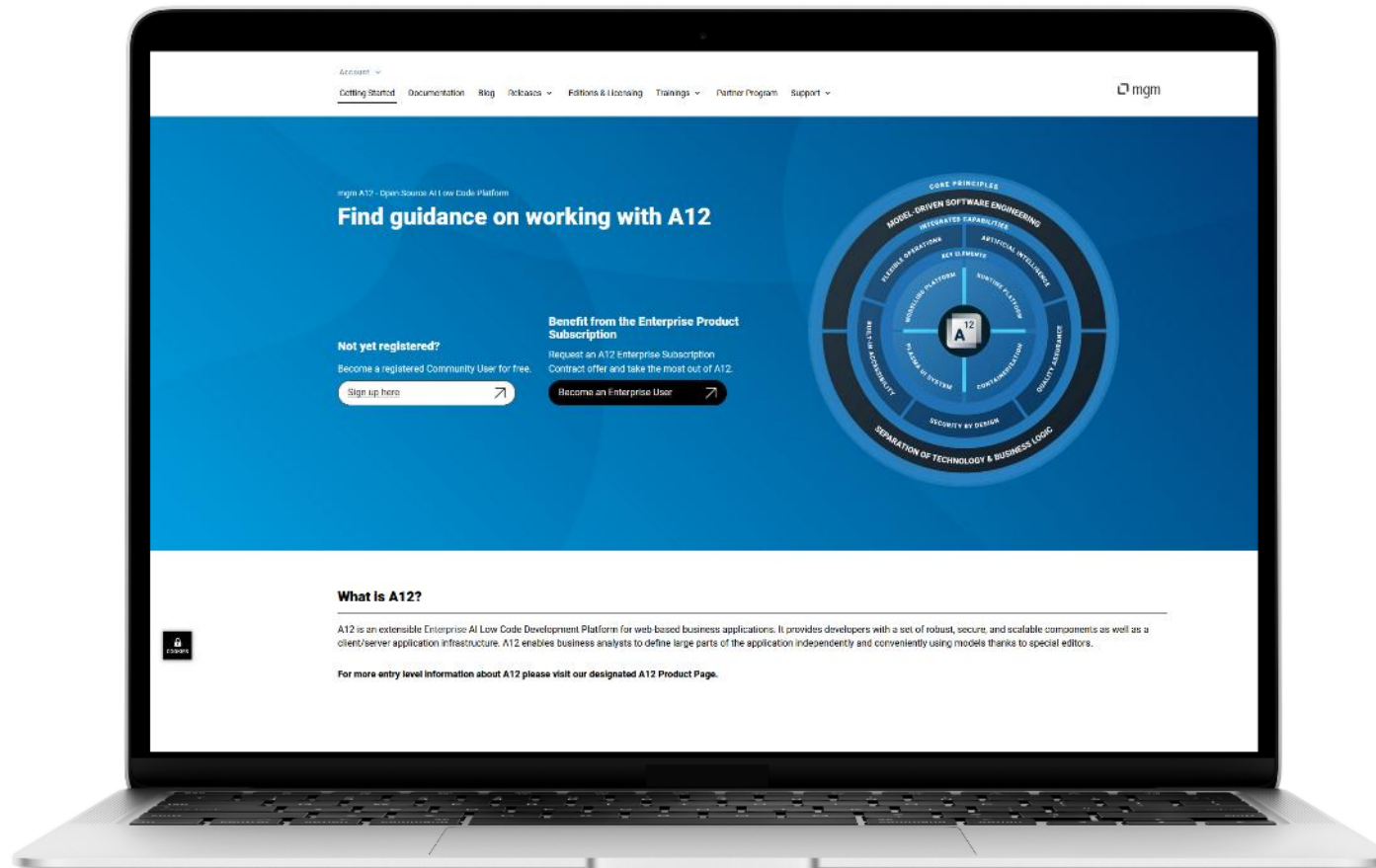
Partner Levels – Implementation Partner

	Entry Level: Path to Partner	Partner Level: Silver or Gold
mgm Commitment	<ul style="list-style-type: none">▪ Full Access to A12, incl. Enterprise Components & AI▪ Release Information & Updates▪ Deal Registration▪ Product Support▪ Access to Trainings▪ Marketing & Sales Support	<ul style="list-style-type: none">▪ Full Access to A12, incl. Enterprise Components & AI▪ Release Information & Updates▪ Deal Registration▪ License Participation▪ Extended Product Support▪ Extended Training & Certification Offering▪ Marketing & Sales Support
Partner Commitment	<ul style="list-style-type: none">▪ A12 Trained Employees▪ Qualified Lead Generation▪ Signed Evaluation and Cooperation Agreement	<ul style="list-style-type: none">▪ A12 Trained and Certified Employees▪ Qualified Lead Generation▪ Signed Partner Contract

Onboarding Process



GetA12 Portal Unlimited Access to all A12 Services



- **GetA12 Portal:** Documentation, Installer, Release Updates and further information around A12
- **Discourse:** Community Forum to participate in A12-related Discussions
- **Support Portal:** Point of Contact to the A12 Professional Services Team
- **A12 Academy:** E-learning Portal for Trainings and Certifications
- **Artifactory:** Storage of Source Code and Artifacts

Enablement Overview

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Enablement Path

mgm

	BA/Modeler	Frontend Developer	Backend Developer	DevOps	QA/Tester
	<div style="background-color: white; padding: 5px; margin-bottom: 5px;"> A12 Modeling Fundamentals C Blended Learning 20 hrs Pp: 990€ </div> <div style="background-color: white; padding: 5px; margin-bottom: 5px;"> A12 Modeling Specialist: several Tutorials Self-paced Tutorials Each 3-6 hrs Incl. in GetA12 </div> <div style="background-color: white; padding: 5px; margin-bottom: 5px;"> A12 Modeling Specialist: Relationships & Trees Training 5-6 hrs Pp: 690€ </div> <div style="background-color: white; padding: 5px; margin-bottom: 5px;"> A12 Modeling Specialist: Workflows Training 6 hrs Pp: 690€ </div> <div style="background-color: white; padding: 5px; margin-bottom: 5px;"> A12 Modeling Specialist: App Model (Advanced) Training 4-5 hrs Pp: 690€ </div> <div style="background-color: #d9e1f2; padding: 5px;"> Accessibility for BA in A12 Training 1,5 hrs 290€ </div>	<div style="background-color: white; padding: 5px; margin-bottom: 5px;"> A12 Modeling – Introduction for Devs Training </div> <div style="background-color: white; padding: 5px; margin-bottom: 5px;"> A12 Technical Intro Sessions Training </div> <div style="background-color: white; padding: 5px; margin-bottom: 5px;"> A12 Frontend Tutorial C Self-paced Tutorial </div> <div style="background-color: white; padding: 5px; margin-bottom: 5px;"> A12 Client Concepts e-learning 3 hrs Incl. in GetA12 </div> <div style="background-color: #d9e1f2; padding: 5px;"> Accessibility for FE Devs in A12 Training 2 hrs 290€ </div>	<div style="background-color: white; padding: 5px; margin-bottom: 5px;"> A12 Backend Tutorial C Self-paced Tutorial </div> <div style="background-color: white; padding: 5px; margin-bottom: 5px;"> A12 UAA Introduction Training 3 hrs 390€ </div>	<div style="background-color: #d9e1f2; padding: 5px; margin-bottom: 5px; text-align: center;">optional</div> <div style="background-color: white; padding: 5px;"> A12 Kubernetes Deployment with Helm C Training 3 hrs Pp: 390€ </div>	<div style="background-color: white; padding: 5px; margin-bottom: 5px;"> A12 Modeling Fundamentals C Blended Learning 20 hrs Pp: 990€ </div> <div style="background-color: white; padding: 5px; margin-bottom: 5px;"> A12 QA Fundamentals C Training 2-3 hrs Pp: 290€ </div> <div style="background-color: white; padding: 5px; margin-bottom: 5px;"> A12 QA Specialist: Automated Testing C Training 16 hrs Pp: 1090€ </div> <div style="background-color: #d9e1f2; padding: 5px;"> Accessibility for QA in A12 Training 1,5 hrs 290€ </div>

Basic Training

Specialist Training

Optional Training

C = Certification

Ensure High Implementation Quality of A12 Projects

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With A12, we have created an open technical platform and a very efficient methodology for individual software development. To bring this approach to a wider audience, we rely on competent partners.

Our partner program aims to provide them with all the resources they need and empower them to ensure high implementation quality of A12 projects.

Dr. Daniel Brodkorb,
Member of the management board of mgm



Join us now!



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