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PT. Data Graha Elkomindo inc, Ltd  
Zarche Catra Moehamad  
Jl. raden Inten Blok AG 13, No. 12C, Duren Sawit  
Jakarta

Indonesia

**Partner Number: A1497510**

### **Welcome to Unify**

Dear Zarche Catra Moehamad,

Thank you for registering to become a Unify certified reseller.

We hereby confirm that we have received your registration and accept your offer to enter into the Partner Agreement for Reseller.

As a final step in onboarding and so that you may receive all the benefits associated with the Unify Partner Program, we kindly ask that you complete the required certifications.

Certification can be completed online, via the Unify Academy portal at:

[www.unify.com/Academy](http://www.unify.com/Academy)

The program is designed for partners to evolve and grow with us. We offer an entry level into the program for SMB partners to begin selling OpenScape Business at the authorized level (certificate USS STI-680 needed) and a graduated path to higher levels.

Upon completion of the required certification and subsequent approval, you will receive a final confirmation email outlining the terms and conditions associated with being a Unify partner.

Benefits associated with the Partner Program include, but are not limited to, the following:

### **Partner Portal**

The Unify Partner Portal contains up-to-date information about our portfolio of products and services, through all phases of the business cycle, from acquisition to maintenance. You will receive your Unify Partner Portal account and password via separate emails. Conditions of use can be found in the terms and conditions.

### **Newsletters**

In addition to the information within the portal, you will receive regular email newsletters containing the latest perspectives, insights and ideas on how you can expand your business. Partner perspectives, industry insights and technology trend information is included as well.

**Partner Locator**

As a certified Unify Reseller, you are entitled to be listed in the Partner Locator. The Partner Locator allows interested end customers to contact you, either by name, geographic location, or area of expertise.

**Partner Emblem**

Based on the level of certification achieved, you are entitled to identify yourself using the respective Unify Partner emblem. Available from our partner emblem library, this designation clearly acknowledges your specialization level of accreditation and recognizes the investment that you made in the business. You can differentiate your business by using our partner emblem on your collateral, website and other materials.

**Preferred Distributor**

You can procure our innovative products from specially certified and trained Unify distributors, who will also provide you with support for sales. The Partner Locator can help you to find the distributors in your country.

**Solutions Portfolio**

Unify solutions, accessories and documentation can be procured directly from authorized Unify distributors, depending on your final specialization level. Sales-related and technical information, as well as service and support for Unify products can also be obtained exclusively from these distributors. They will act as your main contact for the latest information on new product releases, upgrades, or phase out of our products.

**Marketing**

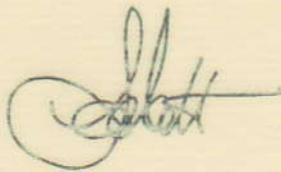
If you require special marketing support for selling Unify solutions (e.g. for trade fairs, exhibitions and advertising), please contact your distributor. They will be able to inform you about available marketing resources, whether free or fee-based. Please use the services provided by your distributor.

**Partner Program**

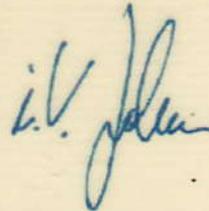
Additional information on the Partner Program, program benefits and available resources is contained within the Unify Partner Program guide. Please feel free to contact us should you have any additional questions.

Wishing you every success and a long and profitable partnership with Unify.

Sincerely yours,



Simon Minett  
SVP Global Partner Management



Thekla John  
Head of Operations Indirect Channel  
FIN HQ CIL 3-3