



ISV Quick Start Program

Are you looking to integrate Yellowfin as the Business Intelligence (BI) component of your software solution? Then Yellowfin's Independent Software Vendor (ISV) Quick Start Program is designed for you.

No matter your experience and stage in the development process or go-to-market cycle, Yellowfin can tailor its ISV Quick Start Program to meet your specific needs. Are you a seasoned application developer looking to replace or complement existing technology? Or maybe you're building and taking your first integrated application to market? Regardless of individual circumstance, Yellowfin delivers the product, project and marketing support you need for success.

With hundreds of successful ISV partnerships, across all major regions and industries throughout the world, you can be assured Yellowfin has the knowledge and experience to get your integrated BI solution market-ready fast.

Take advantage of Yellowfin's comprehensive seven step ISV Quick Start Program to deliver best practice embedded BI quickly, without compromise.

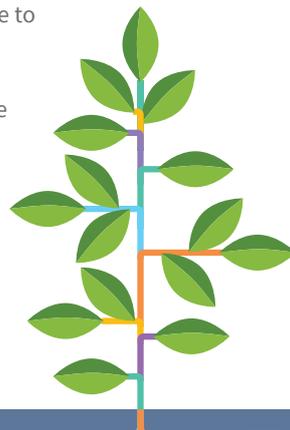


Seven modules to success

With seven different customizable modules underpinning Yellowfin's ISV Quick Start Program, you have the flexible best practice framework you need to build and take a successful integrated BI function to market.

These modules include:

- 01: Foundation Workshop
- 02: Seamless Integration
- 03: Content Sprint
- 04: Go-live Support Planning & Training
- 05: Application Branding
- 06: Winning Messages
- 07: Health Check





Seven modules to success



01: Foundation Workshop

Plan for success from the start by outlining key product and sales objectives, integration and authentication checklists, Yellowfin content development requirements, as well as go-to-market planning including marketing strategy, messaging and go-live dates. Are you a seasoned ISV? Then use this season as an invaluable opportunity to validate your plans and go-to-market strategy with experts in reporting and analytics.



02: Seamless Integration

Ensure security and a seamless user experience by selecting the most appropriate authentication, security and User Interface (UI) integration options. You only do this once, so let's do it right. Get the result you and your customers deserve. Take the best possible product to market.



03: Content Sprint

Work with BI experts to develop stunning best practice reports and dashboards that deliver the shrewdest insights to your clients.



04: Go-live Support Planning & Training

Once your product development is complete, ensure your clients enjoy a flawless ongoing experience. Give your technical support team the product knowledge and troubleshooting best practices required to help your clients get the most from their reporting and analytics functionality. Prepare for change and maintenance with application scaling, backup and redundancy planning.



05: Application Branding

Style Yellowfin to match the design of your application. Ensure the look and feel of your finished product aligns with your brand and reflects the quality of your application.



06: Winning Messages

Identify the marketing strategy, tactics and messaging needed to reach your audience with a story that resonates.



07: Health Check

Scheduled product and progress reviews at major milestones ensure your continued success.

Your Quick Start experience

Craft your unique partnership journey with Yellowfin today. Surpass customer expectations, and get your application to market faster than you thought possible, with Yellowfin's customizable ISV Quick Start Program. To get started, simply contact services@yellowfin.bi