



Frequently Asked Questions – Referral Partners

Q. What is the AspenTech Referral Program?

The AspenTech Referral Program provides a substantial financial incentive to encourage companies who currently do not market AspenTech applications to refer new leads to us. There are no costs or commitments for those companies. Since this new program is for referrals only, participating companies do not need AspenTech knowledgeable staff to sell or implement the software.

Q. Do I need to be an existing AspenTech Partner to take advantage of the program?

Participants do not have to be AspenTech Partners to take advantage of the program. Existing AspenTech Channel Partners can refer opportunities for AspenTech products in vertical markets they are not authorized to resell in today (i.e. AspenTech “core” markets such as refining and chemicals).

Q. How much do participants earn for referring an opportunity?

For an eligible lead that converts to a deal, registered program members earn a one-time payment of 25% of the first year fully paid net software license annual subscription.

Q. How will I be paid for opportunities I refer to AspenTech through the AspenTech Referral Program? If I am an existing channel partner, will the deal impact my commissions?

Payout is similar to standard deal.

Q. When will I be paid for the referral?

Participants will receive referral payments when full payment of first year annual subscription is received for the software license. There will be no referral payouts to existing AspenTech Partners with outstanding receivables.

Q. Is there a maximum referral fee that can be earned on a closed opportunity?

Yes. There is a maximum payout of \$15,000 on leads that convert to deals.

Q. Can I have referral fees sent to my home or individual address?

The referral payout has to be to a registered corporation and cannot be paid directly to an individual of referring company.

Q. Is the referral program available globally?

At this time, the program is limited to NORAM and EURA. It may be expanded to other geographies in the future.

Q. What are the restrictions of the AspenTech Referral Program?

- Participants in the program cannot refer opportunities in government or the public sector.
- The referred company cannot be an existing AspenTech customer.
- The deal must close within 15 months of the lead being submitted to AspenTech (within a 5 quarter pipeline horizon).
- The referred company must not have been engaged in discussion with AspenTech or an AspenTech partner regarding a sales opportunity in the last six months.
- The referring company must be willing to arrange a meeting between the prospect and AspenTech.

For complete terms and conditions governing the AspenTech Referral Program, visit www.AspenTech.com/referral.

Q. Are all AspenTech products covered by the AspenTech Referral Program?

Yes.

Q. If a submitted lead contains opportunities for several AspenTech solutions (e.g., both ENG and MSC); will referral fees be paid on both?

Yes, if you indicate on the lead registration that the referred company may be interested in multiple software solutions, you will be compensated on all products purchased.

Q. If AspenTech receives more than one referral for the same opportunity, which one will be chosen?

Assuming that both submissions are eligible and contain the required information, we will accept the first lead we receive.

Q. How if I submit a referral, how can I be sure that another partner cannot take the credit for it?

If the submission meets the program's stated requirements, AspenTech will reject any subsequent referrals pertaining to the same opportunity.

Q. The AspenTech Referral Program requires that lead opportunities be unknown to AspenTech at the time of receipt. Does this mean that AspenTech will only accept opportunities for new customer organizations, or will new opportunities at known customers qualify?

The AspenTech Referral Program will accept new transactional opportunities only for **net new logo** customers. The referred company cannot be an existing AspenTech customer or division of an AspenTech customer.

Q: By referring a lead to AspenTech, does that give me the sole right to deliver implementation (services) for a project I submit?

Not necessarily. If you are not an authorized AspenTech implementation services provider, you would not be solely eligible to implement the software. That decision would be up to the customer or based on the contractual agreement in place with AspenTech at the time of the project.

Q. How do I register my leads?

To participate in the AspenTech Referral Program register online at www.AspenTech.com/referral and then complete an online Opportunity Registration Form. If you are unable to complete the web-based form, you can request a Referral Program Kit.