



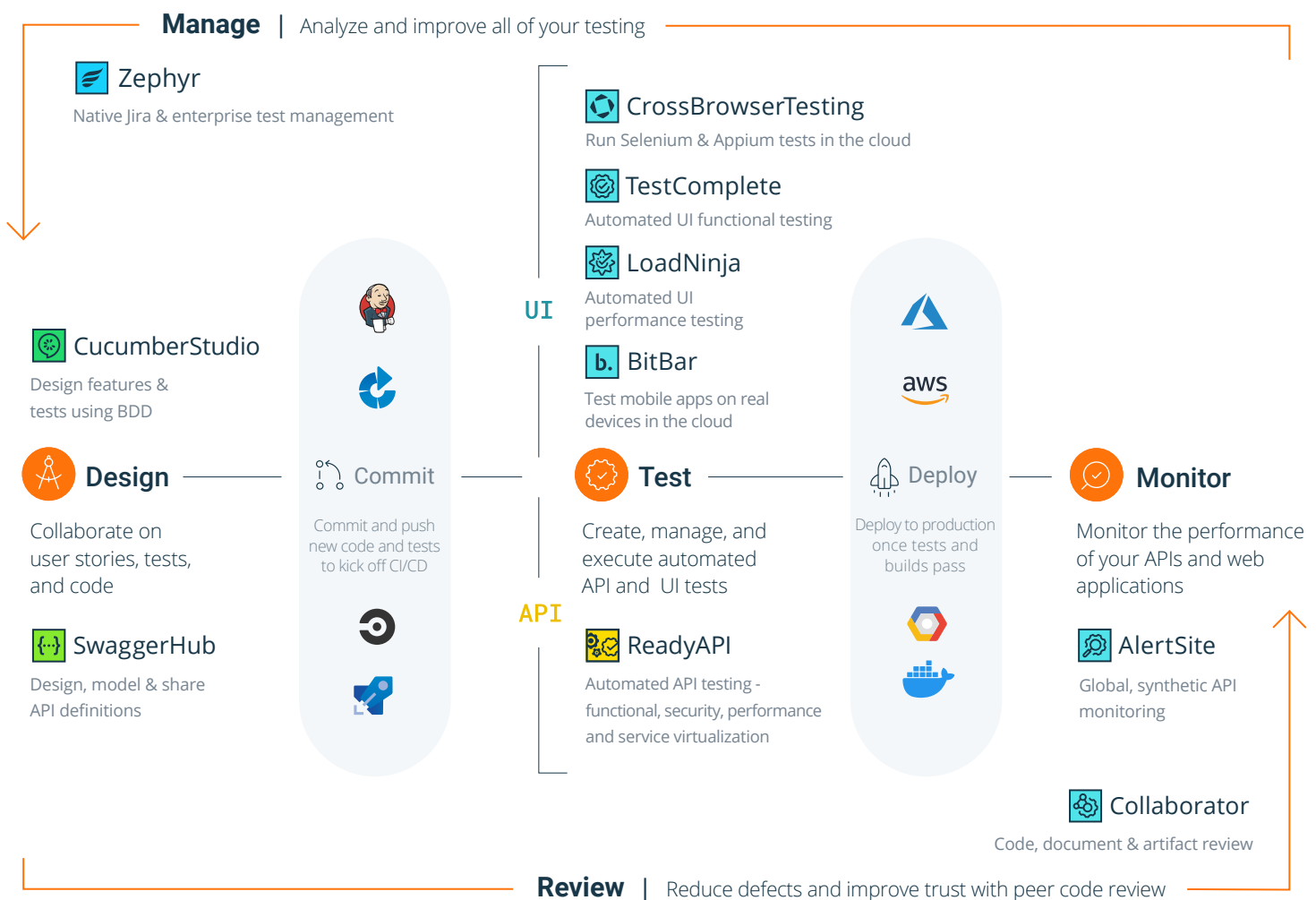
# Grow with SmartBear.

At SmartBear, we focus on the one software priority that never changes: quality. And since digital transformation isn't slowing down, software teams need help to keep up. That's where we come in. Our aim is to be the company they look to first, no matter where their needs lay in the software development lifecycle.

## We're committed to quality – and partners

As a partner, you play a critical role in helping us achieve that. With your help, we're able to equip developers or testers with the tools they need to succeed.

Our program is designed to be as simple as possible, supporting you in uncovering new possibilities, growing your business, and increasing profitability – together. So we have a global partner ecosystem comprised of various partner types to help.



Over 16 million software professionals and 24,000 companies across 194 countries use SmartBear tools. To view all of our products visit [smartbear.com/product](https://smartbear.com/product)

# Why us?

SmartBear tools are built to streamline the process of software teams while seamlessly working with the products they use now – and will use in the future. They're easy to try, easy to buy, and easy to integrate. We're used by 16 million developers, testers, and operations engineers at 24,000+ organizations – including world-renowned innovators like Adobe, JetBlue, FedEx, and Microsoft.

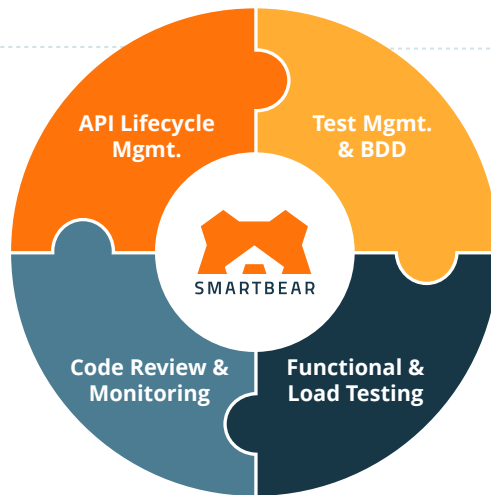
## Why you? There are several reasons to be interested.

- | Industry-leading products across the entire software development lifecycle
- | Low-touch, high-transaction business
- | High-velocity, inside sales team
- | Easy to try and buy
- | Deal registration available
- | All SmartBear products include one year of maintenance/support
- | Dedicated marketing for partners
- | Partner enablement and product training offered
- | Dedicated renewals team
- | Cross-sell/up-sell opportunities

## Our tools accelerate development + quality across the SDLC

### Benefits

- ✓ **Comprehensive Suite**
- ✓ **Low-Cost, Low-Touch Purchase**
- ✓ **Easy-to-Deploy, Open Platform**



### Features

#### Continuous

Deliver bug-free software at the speed of businesses in any environment

#### Integrated

Highly integrated products that can be combined for diverse use cases

#### Extensible

Extensible to DevOps tools (CI/CD source code, management, collaboration, cloud)

#### Embraced by Developers

Best in Class  
GTM Team



Industry Leading  
Products



High Velocity &  
Strategic Business



Top Class  
Channel Partners



Opportunity

## This is an exciting time

We're growing globally, move fast, and whether it's employees or partners, need innovative people who want to keep up. Work with an established company that's hitting its stride in the industry.

Trusted by:



## Contact us:

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BUSINESS SOFTWARE DISTRIBUTION