



Partner Program

Fast, predictable, secure AI modernization for your clients

The AI-powered application modernization business unit of Growth Acceleration Partners (GAP)

AGENDA

What we'll cover

01 The modernization opportunity

02 The partnership advantage

03 Value for your customers

04 Collaborative delivery model

05 Partner program tiers

06 Enablement & training

07 Licensing & execution

08 Next steps

THE OPPORTUNITY

Add high-value modernization to your portfolio

The Partner Program lets system integrators offer clients migration services that deliver real, measurable value — backed by three decades of legacy-modernization expertise paired with today's AI.



A new services line

Target new customers and expand your offering with modernization services your clients can't easily source elsewhere.



Industry-leading products

We work with industry leaders to put top-of-the-line, automated migration products in your hands.



30+ years + AI

Decades of modernization expertise combined with AI transform aging apps into secure, cloud-native applications.

THE PARTNERSHIP ADVANTAGE

Higher margins, faster delivery, lower risk

Replacing manual rewrites with automated code transformation improves your project economics and removes delivery risk.

+40%

Margin improvement

on your modernization projects

10–20×

Services per \$1 licensed

in downstream partner services

75%

Faster delivery

vs. other solutions

Each engagement also triggers downstream revenue: **support • maintenance • application evolution**

VALUE FOR YOUR CUSTOMERS

Your clients get better outcomes, faster

Clients are often paralyzed by the cost and risk of legacy migration. The joint approach removes both barriers.



~80% lower cost

Cost-effectively convert applications — roughly 80% savings versus a manual rewrite.



Reduced project risk

Highly automated tools preserve every business rule embedded in the code and the value of the original app.



100% native code

Generate fully native, easy-to-maintain code with no ties to proprietary third-party runtimes.



Customizable output

Extend the tooling to support legacy components and comply with enterprise coding standards.

COLLABORATIVE DELIVERY MODEL

We modernize. You own the client.

Our model fits prime or sub-contractor engagements — a win-win where each partner contributes its strengths. Typical partner roles:



Client relationship
Own the account and the trusted advisor relationship.



Project management
Plan, coordinate and deliver the modernization program.



Requirements & architecture
Capture requirements and shape target architecture.



Testing & deployment
Validate, deploy and implement the modernized solution.



Change management & support
Drive adoption and provide ongoing application support.



Software engineering
Contribute engineering effort across the transformation.

PARTNER PROGRAM TIERS

A tiered program that rewards your growth

Better benefits, bigger commissions and deeper discounts as you sell more licenses and services.

Tier	Commitment	Key benefits
Independent	Annual quota; non-compete	Commissions on new sales; full technical & sales support; performance-based leads
Sales Rep	Offers or wants to offer modernization services	Commissions; demo access; product updates; event invitations
Silver	Joint marketing & target-account plan; non-compete	Spiffs on pre-registered sales; co-selling assistance; reference listing
Gold	\$100K track record or commitment; quarterly reviews	Named Partner Manager; license discounts; consulting referrals & subcontracting
Platinum	\$500K track record or commitment; joint case studies	Substantial license discounts; discounted GAP Professional Services to augment delivery

ENABLEMENT & TRAINING

We set your Center of Excellence up to win

Modernization is highly specialized. We equip your teams with the tools and training to deliver functional parity for every client.



Sales training

Three remote sessions, one hour each: value proposition, automatic migration capabilities, and how to run a customer demo.



Technical training

For your Center of Excellence team. 40-hour on-site or 20-hour webinar — a 5-day technical course is highly recommended.



Marketing & leads

Joint webinars, modernization campaigns, road shows, whitepapers and sales collateral to drive demand and pre-sales.

Flexible licensing that scales with your practice

Predictable pricing lets you scope projects with confidence, while support packages give you the engineering backing to deliver.



Discounted pricing

Acquire migration products at partner prices. Fees scale by application size (lines of code), target language and support pack.



Project support

Each license includes a package of support hours, plus specialized documentation, technical references and delivery guidelines.



Evaluation access

Trial versions are available for your internal evaluation before you commit to a project.

NEXT STEPS

Ready to grow your modernization practice?

1

Schedule a consultation

Talk with us to find the partner tier that fits your organization.

2

Complete the application

We help you formalize a mutual partnership agreement.

3

Get enabled

Begin sales and technical training to drive value for your client base.

MODERNIZATION YOU CAN TRUST.

Satisfied Customers & Partners



GAPVELOCITY AI

Let's build your modernization practice together



Contact your GAPVelocity AI representative to discuss the right partner tier for your organization.