

IaaS Incentives to ISVs

Incentives to ISVs	Acclivis	AWS	Clear-manage	Micro-soft	Ready-space	Star-Hub	Telin SG
Convert on-premise software to SaaS							
SaaS Enablement support	✓	✓	✓	✓	✓		✓
Move to MTCS certified IaaS							
Training & Professional Services support	✓	✓	✓	✓	✓		✓
Cloud resources support	✓	✓	✓	✓	✓		✓
Undertake MTCS certification							
Technical Consultancy support	✓	✓	✓	✓	✓	✓	✓
Post MTCS certification							
IaaS Partner Network support	✓	✓	✓	✓	✓	✓	✓
Discounted pricing for cloud services	✓		✓	✓	✓	✓	✓
Other incentives							
Joint Marketing	✓		✓				✓
Go-To-Market Support	✓		✓				
Joint market development			✓				
Partner Incentives			✓				

Further details of the incentives are available upon request to either the respective IaaS or IDA