



Mapping Partner Program Policy: Benefits & Requirements

NavVis GmbH

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Benefits for Certified Mapping Partners

Additional Support Hours

Certified Mapping Partners are entitled additional support hours, as per the table below:

Level	Hours
Silver	10
Gold	20

These hours are added in addition to standard support hours package as part of your subscription and/or purchase agreement. Support hours can be used for a range of technical support activities provided by Solution Engineers or NavVis Technical Account Managers according to the NavVis Support Policy.

Enterprise Project Referral

Certified Mapping Partners are eligible to be referred to an enterprise project, as per table below:

Level	Size of Project
Silver	<50.000 sqm
Gold	>50.000 sqm

These projects are coordinated by NavVis. Besides certification level, referrals to projects are based on:

1. Current business relationship with enterprise client in question
2. Geographical location
3. Technical experience in projects within the industry
4. Access to SLAM anchor surveying team, in-house or as a sub-contractor
5. Pricing

Note: all benefits are to be used within 1 year of certification. A certification is valid for 1 year after which it needs to be renewed.



Participation in pre-releases and betas (by invitation)

Certified Mapping Partners are eligible to participate in pre-releases and beta testing of NavVis software products, as per table below.

Level	Participation
Silver	Eligible
Gold	Eligible

Certified Mapping Partners may have access to the benefits of new releases before other NavVis customers. Pre-releases of software are versions of the software that are released before the main release and might still be subject to change. Beta tests are a phase of product testing, when a beta version of a product has the potential of being the final product. Partners participating in beta testing will have the chance to influence the direction the product development takes. Partners will be invited to participate case by case.

Designated Pre-Sales Consultant

Certified Mapping Partners are entitled to consulting by a NavVis Technical Account Manager (TAM) for their pre-sales activities, as per table below.

Level	Online consulting hours per year	Onsite consulting hours per year
Silver	-	
Gold	3h	3h

Certified mapping partners will benefit from the TAMs experience. Pre-sales consulting includes activities that are conducted with a potential new customer. The TAM will provide technical assistance in two pre-sales projects, up to three hours per project per year.

Business Development Funds

Certified Mapping Partners are eligible to apply for NavVis Business Development funds, as per table below.

Level	Euros per year
Silver	Eligible for up to 2.500,00 eur
Gold	Eligible for up to 2.500,00 eur

Note: all benefits are to be used within 1 year of certification. A certification is valid for 1 year after which it needs to be renewed.



Business Development Funds represent a budget allocated to joint sales and marketing activities. Certified Mapping Partners will benefit from NavVis network and marketing experience within the industry. The business development funds that are to be used in collaborative sales and marketing efforts together with NavVis.

How to apply for the funds:

1. Together with NavVis partner manager fill out the “NavVis Business Plan” template
2. Fill out “Proposal Form” for spending the funds.
3. Submit business plan & proposal to the NavVis Partner Program team.
4. The plan is approved or not..

Business plan template and proposal form will be provided by NavVis.

Requirements:

1. 50% of the overall activity cost will be covered by the partner. Example: If an event costs 4000€, 2000€ are covered the partner company and NavVis contributes 2000€.

The business development funds can be spent on:

1. Awareness – Digital and print: brand/marketing related, merchandise
2. Demand Generation – Digital & print: demand generation, customer and prospect seminars, NavVis hosted or sponsored events, tradeshow sponsorship, telemarketing.
3. Sales incentives

Note: all benefits are to be used within 1 year of certification. A certification is valid for 1 year after which it needs to be renewed.



REQUIREMENTS

Requirements for Certified Mapping Partners

NavVis M6 Indoor Mobile Mapping System (IMMS)

Certified Mapping Partners must have access to one or more NavVis M6 IMMS, as per table below. The IMMS M6 can be acquired withing a Starter Kit under the subscription model or under the purchase model.

Level	Number of NavVis IMMS M6
Silver	1
Gold	2+

Technical Certified Individuals

Certified Mapping Partners must have a certain number of technical certified individuals, as per table below. These individuals must be employees of the company and have successfully completed the technical certification.

Level	Number of certified individuals
Silver	2
Gold	3+

Annual Satisfaction Survey Completion

Certified Mapping Partners must complete a Satisfaction Survey.

Level	Satisfaction Survey
Silver	✓
Gold	✓

NavVis Partner Marketing Guidelines

Certified Mapping Partners must adhere to NavVis Partner Marketing Guidelines. The guidelines are applied for common materials related to the partner marketing efforts and are to be found in NavVis portal. As a NavVis Mapping Partner, you consent to comply with these guidelines at all times in order to protect the NavVis brand identity and to build your own.

Level	Comply to NavVis Partner Marketing Guidelines
Silver	✓
Gold	✓



TECHNICAL CERTIFICATION STEPS

Partner employees must successfully complete the following assessments:

NavVis Advanced Mapping Exam

The NavVis Advanced Mapping Exam assesses the individual's skills and knowledge in operating NavVis IMMS together with measured ground control points in versatile environments and within different industries. The exam is a computer-based test offered at the NavVis Mapping Masterclass location and online. A passing score is 80% of correct answers.

Mapping Project Shadowing Exercise

Mapping Project Shadowing includes an Interview and the shadowing itself. The interview assesses the individual's project planning skills. The Shadowing itself is the close monitoring of the individual while performing the mapping, to assess his mapping skills. Both steps are performed by a certified TAM after a NavVis Advanced Mapping Exam has been passed. A passing score is the fulfillment of 80% of the evaluation criteria.

Data and Instance Review

Data and Instance Review is the quality assessment of the mapping deliverable. It includes the review of the mapping data and the instance. This assessment is performed by a certified TAM once the individual submits the processed data and a link to the instance. The data and the instance must be from the mapping project where the shadowing took place. A passing score is the fulfillment of 80% of the evaluation criteria.