Our Partner Program

Helping Enterprises Become
"Digital to the Core"

Despite years of effort and expense, many organizations still struggle with leveraging their core systems as part of their digital strategy. What about your clients and prospects? Sound familiar?

The OpenLegacy platform uses microservice-based APIs to easily, quickly and reliably extend legacy back-end systems to the digital world for mobile, cloud and web solutions.

20x	**75%**	**5x**	**1/2**
faster legacy API creation (days or weeks vs. months)	reduction in API lifecycle costs	faster API performance	effort for digital transformation projects

You Have Many Choices. Why Choose OpenLegacy's Partner Program?

OpenLegacy can help uniquely differentiate the value of your organization and fuel additional revenue streams. With OpenLegacy, you can:

- Fast-track digital transformations while focusing on your core competencies.
- Accelerate integrations with legacy (core) systems to extend your product/solution offering or in direct support of your customers.
- Automate the generation of cloud-native microservice-based APIs or serverless functions, easily deployable in containers or any environment you choose.

We look forward to teaming up with you as you enable digital transformations for the most extraordinary organizations in the world.

Samples of Connectors

Below is a sampling of our pre-built, automated connectors

Platforms
Mainframe, AS400/IBMi, Unisys, Tandem

Programming Languages
COBOL, RPG, Assembler, Natural, PL1

Database
JDBS, VSAM, ADABAS, IMS, DB2, Datacom

Applications
SAP, Hogan, Altamira, Oracle Forms

Other
ESB's, Tuxedo, CICS

Partnering Options To Fit Your Business

We are building a thriving global partner ecosystem, based on the success of our OpenLegacy platform, to ensure positive customer outcomes and a long-lasting, mutually beneficial collaboration.

The OpenLegacy Partner Program comprises four non-exclusive partner categories. Partners can select the engagement models best fitted for their offering and intended go-to-market.

"While over 90% of large organizations are pursuing digital initiatives, we estimate that fewer than 30% of businesses have fully realized their digital potential at scale."

—Gartner

Systems Integrators

- Enablers of digital initiatives implementing OpenLegacy in support of customers' desired business outcomes
- Bring forth advisory services, best practices implementation, and certified consultants to accelerate customers' digital transformations

Technology Partners

- Industry-Leading Cloud, ISVs, and API Management companies that benefit from integrating with OpenLegacy's open-standards APIs
- Willing to promote a joint go-to-market solution offering for the greater benefit of mutual customers

Commercial Use Partners (OEM | HSP | MSP)

- Fast-track product and solution offering to the market
- Rapid Adoption - by providing and simplifying the last-mile of connectivity to customer's legacy systems
- Leverage OpenLegacy APIs as the backbone to a hosted/managed service offering

Value-Added Resellers

- OpenLegacy Resellers actively promote and recommend the OpenLegacy Platform, handle the sale and transact independently
- OpenLegacy provides direct support to the end-customer and augments related professional services engagements

We also welcome referral partners as well as individual consultants and academia and encourage you to register at https://www.openlegacy.com/about-us/contact

Engagement Process and Benefits

The OpenLegacy Partner Program provides eligible partners with development support, sales, and marketing assistance for a mutually beneficial partnership and successful customer outcomes.

- Enablement & Training
- Development and Backline Support
- Joint Solutions Development, Market Development, and Business Planning
- OpenLegacy Partner Portal and Partner Specific Resources
- OpenLegacy Business Value Assessment (BVA™) Process and Toolkit
- Partner Incentives

Become an OpenLegacy Partner

If you want to play a key role in solving your client's challenges to bring valued core systems into the digital future, our platform and partnership simplifies the complexity, time and cost normally associated with these projects.

We need visionary partners like you and stand ready to work together in accelerating innovation and mitigating technical debt for our customers that will bring their vision to reality.

Please contact us today:
alliances@openlegacy.com

About OpenLegacy

OpenLegacy accelerates the delivery of innovative digital services from legacy systems in days or weeks versus months. Our microservices-based API integration and management software reduces manual effort by automating API creation, simplifies the process by avoiding layers of complexity, and improves staff efficiency and API performance. Our software directly accesses and extends business logic to web, mobile or cloud innovations in the form of Java objects, REST APIs or SOAP. Most importantly, this process is not only fast, easy and secure, but also does not require special staff skills or changes to existing systems or architecture. Together, business and IT teams can quickly, easily and securely meet consumer, partner or employee demands for digital services without altering or replacing core systems. Learn why OpenLegacy customers embrace the API Factory approach bringing exponential and long term value to the business and presenting a strategic opportunity to collaborate for partners at www.openlegacy.com.

OPEN INNOVATION

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