

Platform Alliance Network™ — Partnership Program for Success

Through partnerships, Platform fuels IT throughout the Enterprise

Highlights

The Platform Alliance Network program is driven by five key objectives of Platform partner strategy:

- Grow joint revenue by expanding market opportunities
- Align technologies to meet customers' and partners' business needs
- Accelerate the creation of joint solutions through comprehensive training, effective sales and marketing tools, and development support, which simplify the creation of innovative solutions and accelerate product delivery
- Drive customer adoption of integrated solutions that are developed, implemented, delivered and managed by Platform's worldwide ecosystem of partners, and which leverage the Platform grid infrastructure software platform
- Simplify the partner experience through relevant communications and streamlined processes.

The Platform Alliance Network program is the foundation on which Platform builds strong relationships with partners like you. The program is designed to enable you to fully leverage your relationship with Platform and it is an integral part of how we accelerate intelligence and joint success with you.

Become a Platform Alliance Network partner today and open your door to the high-growth IT grid infrastructure marketplace.

Market Opportunity

As Grid adoption continues to grow at a phenomenal rate, so has the market leader Platform Computing and our valued partners. This growth has been driven by an increased focus on reducing IT costs that has created an unprecedented opportunity for companies serving IT needs. Since 1992, Platform has a track record of success in delivering dynamic Grid infrastructures to IT organizations worldwide, meaning there has never been a better time to be a Platform partner.

It is estimated that businesses spend over \$500 Billion in application infrastructure, IT services, and software solutions to overcome the increasing complexity and rapid rate of change in Information Technology. In most cases, IT is unable to measure the effectiveness (ROI) of their investment and their contribution to the overall business goals.

As a result of new market demands for Platform enterprise grid platform technology, Independent Software Vendors (ISVs), for example, now have an opportunity to Platform grid-enable their applications to increase revenue and help IT manage their resources more efficiently and effectively. Systems Integrators (SIs) can also gain a new path to revenue and profit as they increase their technology and services footprint, gaining new customers and increasing install base sales as existing customers decide to implement Platform grid technology. The new grid-enabled software applications and services will clearly provide differentiation from competitors and customers will choose products and services for the competitive advantage of using grid-enabled technology.

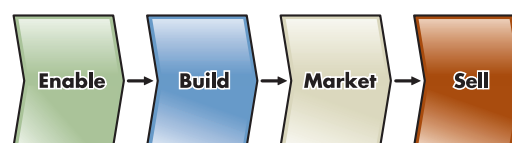
If your strategic market focus is in Financial Services, Life Sciences, Industrial Manufacturing, Electronic Design Automation, Engineering, Government, Geosciences, Chemical Engineering, Oil & Gas Exploration, or Entertainment, Platform will work with you to develop an integrated grid-enabled solution that will drive additional revenue from both new and existing customers.

The Program

Platform Alliance Network partners play an important role in helping us bring to market solutions that are optimized for faster implementation times, superior performance, and maximum return on investments. Our worldwide strategic partner network includes IBM, Microsoft, HP, Novell, Dassault Systems, CSC, Macrovision, SAS, DELL, Intel, and VMWare to name just a few.

The Platform Alliance Network program is a comprehensive set of programs through which Platform Alliance Network partners can develop, promote, and sell their products, services, and solutions in conjunction with Platform's enterprise grid platform.

The Platform Alliance Network is built upon the belief that the impetus for a viable partnership includes a market opportunity, a joint product or service which matches that opportunity, and a strategy to market, sell, and service the joint offering. Therefore, the Platform Alliance Network includes programs and activities centered around four key business components: Enablement, Building Technology Solutions, Marketing, and Sales.

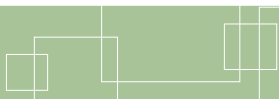


ENABLE the alliances through the partnership program enrollment, Platform software licenses, technical support, education and training

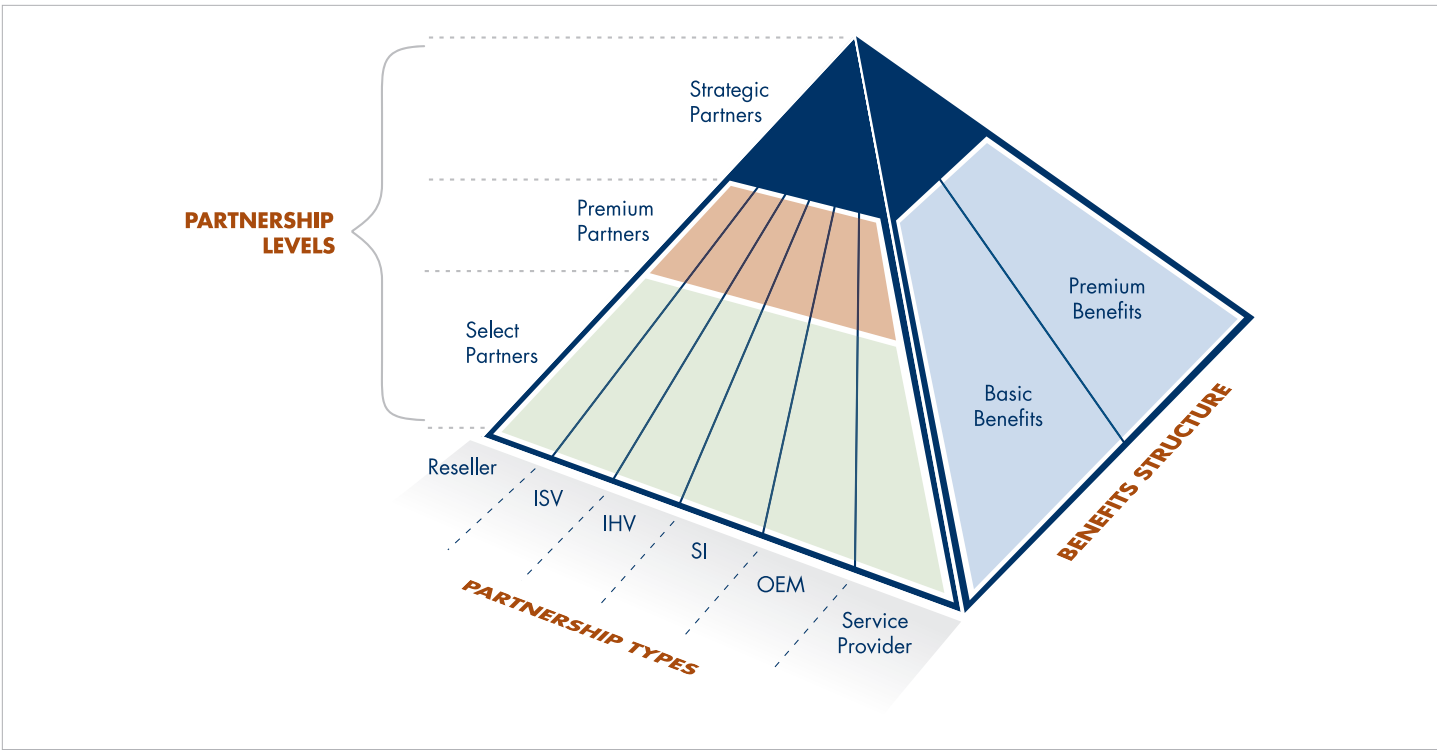
BUILD complementary solutions through product integration, partner certification and product validation; software and hardware optimization; and content development

MARKET solutions through branding, awareness, customer marketing and lead generation programs

SELL solutions more effectively by providing sales tools and facilitating engagement with the Platform direct and indirect sales force



Partnership Types	Partnership Levels
<p>The Platform Alliance Network is organized around seven distinct partnership types:</p> <ul style="list-style-type: none"> • Strategic Partners • Reseller Partners • Independent Software Vendors (ISVs) • Original Equipment Manufacturers (OEMs) • Independent Hardware Vendors (IHVs) • Systems Integrators (Sis) • Service Providers Partners 	<p>Within each of the seven partnership types, the Platform Alliance Network offers three levels of partnership:</p> <ul style="list-style-type: none"> • Strategic Partners • Premium Partners • Select Partners <p>For additional information on the Platform Alliance Network, contact the Platform Alliance Network Center, our comprehensive partner information and business support center. The Platform Alliance Network Center can be contacted at Alliances@Platform.com, or in the US, call toll free +1 (800) 390-8837; Canada, call +1 (877) 528-3676; or Direct, +1 (905) 948-8448.</p>



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