



Ocean Certified Partner Program – Certified Partner Policies : November 2013

Industry recognition for developers of high-quality, value-adding Ocean plug-ins

These policies apply to Ocean Certified Partners. These policies are subject to change with a 30-day notice at the discretion of Schlumberger. Please refer to the Ocean Store for the most current version of this document.

The Program

The Ocean Certified Partner Program is oriented to help Ocean Partners reach an advanced technical domain and business maturity.

Process

In order to apply, Ocean Partners are required to complete and submit to the Ocean team the Application Form on the Download Site. The application process is focused on assessing both their technical domain and software development capabilities.

Ocean Certified Partner status will be reviewed annually to ensure healthy performance and strong relationships are being formed.

Eligibility

Ocean Certified Partners must demonstrate a commitment to developing quality products giving added value to End Users and have a defined commercial and business strategy. In order to establish this, Partners wanting to participate in the Ocean Certified Partner Program must:

- (i) be for-profit businesses; and
- (ii) have in-house personnel qualified and experienced in geoscience; and
- (iii) a history of meeting all material Ocean Acceptance Criteria for commercial Developer Modules; and
- (iv) meet four of the five criteria below:
 1. have a history of releasing timely updates for Developer Modules;
 2. have a history of having a documented software development and testing process;
 3. have a history of custom software development and service engagements;
 4. have personnel dedicated to Ocean;
 5. demonstrate End User satisfaction with their Developer Modules and services.

Assessments

On joining the Program and annually Ocean team will conduct reviews of its Certified Partners business and performance against objectives, competency and capabilities and reassess the qualification of the Certified Partners in order to ensure the right level of commitment and high quality level on deliverables.

Ocean Certified Partner Benefits

Ocean Certified Partners receive the following benefits:

Training Discounts: Certified Partners receive a discount on the Ocean Development training classes offered by Schlumberger in any of their global locations.

Software Discounts: Certified Partners receive a discount on purchases of additional licenses of the Ocean Development Framework.

Ocean Certified Partner badge: Certified Partners are provided with a distinctive Ocean Certified Partner emblem to use for marketing, communications and advertising purposes.

Ocean Store private catalog page: Certified Partners will be provided with a dedicated catalog page inside the Ocean Store.

Annual Ocean Certified Partner business meeting: Certified Partners will receive an invitation to attend the Annual Ocean Certified Partner business meeting. This meeting offers partners the opportunity to obtain and discuss market insights of technology development, product roadmaps, and innovation requirements with the relevant Schlumberger Software product management and engineering teams. It will also be a great opportunity to network with their Ocean peers.

Invitation to Schlumberger Information Solutions Global Forum: Certified Partners' up to two executives will receive an invitation to attend the Schlumberger Information Solutions Global Forum.

Annual webinars to Ocean user community: Certified Partners will be giving the opportunity to host webinars to Schlumberger Software internal and external user community sponsored and organized by the Ocean Store.

Exhibitor Opportunities: Certified Partners will be invited to participate along with the Ocean team at trade shows and events where the Ocean team take part, showcasing the Ocean Development Framework.

Sales engagement opportunities: Opportunities to work with Schlumberger on linking customers' needs with the Certified Partners' Developer Modules and/or services.

Joint business planning: Certified Partners will have the opportunity to have an individual annual business plan meeting with the Schlumberger Ocean team in order to coordinate and develop a strategy with regards to the coming year: engineering road map, sales/marketing activities, and overall objectives.

Annual Fees

After assessment and upon acceptance into the program, and each year thereafter in which Partner participates in the Program at the anniversary of the Partner's acceptance to the Program, Partners should pay the Annual program fee.

Annual program fee is currently US\$2,500.

Schlumberger Business Partners Standard

Throughout the term of the business relationship, Certified Partners must comply with all applicable laws, regulations and regulatory orders applicable to their business and jurisdiction including without limitation any applicable anti-bribery and anticorruption laws such as the U.S. Foreign Corrupt Practices Act of 1977 (as amended) and the U.K. Bribery Act of 2010. Furthermore, Certified Partners should fully comply with the Schlumberger's Code of Conduct available for review on the Ocean Store.

Contact Details

For more information about the Ocean Certified Partner Program, please contact your Ocean team.