

Descartes United By Design Partner Program

Creating an ecosystem of strategic alliances to deliver optimum value to our customers

Partnering for the Future

Descartes™ is the global leader in providing on-demand, software-as-a-service solutions focused on improving the productivity, performance and security of logistics-intensive businesses. Descartes has over 170,000 connected parties using its cloud-based services. Customers use our modular, software-as-a-service solutions to route, schedule, track and measure delivery resources; plan, allocate and execute shipments; rate, audit and pay transportation invoices; file customs and security documents for imports and exports; and complete numerous other logistics processes by participating in the world's largest, collaborative multi-modal logistics community. Our headquarters are in Waterloo, Ontario, Canada and we have offices and partners around the world.

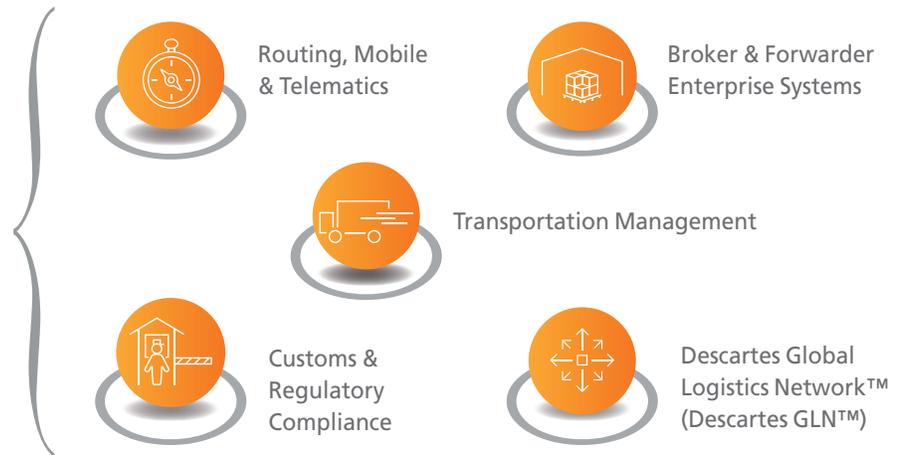
Descartes' Partner strategy is founded on forging relationships with partners that extend the range of solutions we offer, enhance customer value, and target increased business opportunity and market share.

At Descartes we recognize the challenges logistics operators face, and have built our solutions to help standardize business processes and simplify daily tasks. As a result, our customers can quickly and efficiently improve their service and reduce the cost and complexity of managing the movement of goods, domestic or global. Our comprehensive logistics solutions were built by industry professionals with best practices in mind. Our solutions play a strategic role in supporting logistics operations of various sizes and complexities across multiple sectors.

Descartes' Logistics Application Suite offers the industry's widest array of modular, cloud-based, interoperable web and wireless logistics management applications. These solutions embody Descartes' deep domain expertise, not merely "check box" functionality. Our solutions deliver value for a broad range of logistics intensive organizations whether they purchase transportation, run their own fleet, employ a mobile workforce, operate globally or locally, work across air, ocean or ground modes of transportation.

Descartes offers our partners significant opportunities to grow their businesses with proven solutions, training and support in a dynamic and demanding marketplace.

Descartes' comprehensive suite of solutions includes:



Powered by the Descartes Logistics Technology Platform, Descartes' applications are modular and interoperable to allow organizations the flexibility to deploy them quickly within an existing portfolio of solutions. Together with our partners' value added services, domain expertise, geographic and vertical coverage, Descartes' solutions and RESULTS (Reusable Engineered Solutions Using Logistics Transaction Standards) based methodology can empower our mutual customers to reduce operating costs, improve customer service, reduce operational complexity and meet regulatory compliance with fast time-to-value and lower risk.

With interoperable and multi-party solutions, Descartes delivers functionality with the "1+1=3" effect that can revolutionize a logistics operation's performance and productivity both within the organization and across a complex network of partners.

United by Design Partner Program

Descartes' United by Design Partner Program was created with the world's foremost logistics-focused organizations in mind, whether they are consulting or technology companies, innovative product development organizations, regional services firms or resellers. Descartes offers partnership opportunities in three categories:

Marketing Alliance Partners

Our Marketing Alliance Partners are consulting and technology organizations including leading providers of complimentary solutions, system integrators, supply chain consulting and IT services firms. Their expertise enables clients to realize the maximum business impact from Descartes solutions through a combined offering which extends the breadth of our capabilities to ensure that our customers have robust solutions that satisfy market requirements.

Mutual Benefits

- Extends the depth and breadth of Descartes' existing solution portfolio and implementation expertise
- Increases combined market share by leveraging existing relationships and reach to customers
- Provides customers with the competitive advantage of best-in-class products and services
- Increases customer satisfaction through a strong commitment to providing a complete solution that offers fast time to value

Reseller Partners

Reseller Partners extend Descartes' reach into territories where we might not have a focused presence. Reseller Partners are those companies that have a complete set of resources available to fully market, sell, implement and support Descartes' solutions. Descartes' diverse Reseller community is made up of organizations with local, regional, national, and international operations offering implementation and consulting skills as well as localized or specialized offerings for customers. This community includes an elite group of firms positioned to help Descartes clients achieve the highest degree of satisfaction and success.

Mutual Benefits

- Leverages partners' local presence to represent Descartes in given regions and provide customers with the best possible local experience
- Leverages partners' value-added offerings for the benefit of our customers
- Provides partner driven quality implementation services that support a complete business solution
- Increases combined market share by leveraging existing relationships and reach to customers

Referral Partners

Our Referral Partners introduce Descartes to companies that might benefit from our logistics intensive solutions and services. Descartes sales professionals work with you to understand potential opportunities and take it to the next step. There's no cost or ongoing requirement for membership as a Descartes Referral Partner. In addition, Descartes bears the cost of selling, closing, implementing and servicing companies referred by partner.

Mutual Benefits

- Access to information on Descartes product features, benefits, and new product releases
- Access to branded marketing materials, white papers, and webinars

Descartes' United by Design Partner Program offers partnership opportunities in three categories:

1

Marketing Alliance Partners

2

Reseller Partners

3

Referral Partners

Why Partner With Descartes?

Descartes' partner program is focused on developing long-term strategic relationships that deliver immediate and future value to Descartes' customers and our partners. The result is a partnership built upon a customer and value centric approach for all stakeholders.

With a commitment to mutual success, Descartes believes that effective partnering is a two-way street and we look for partners who are willing to provide the same level of commitment to the program. Participants in our United by Design Partner Program benefit from a substantial range of support services tailored to their business requirements. We offer the marketing and sales tools, technical training and ongoing management support necessary to assist our partners to consistently succeed in the sale, implementation, and support of our solutions.

Apply today to become a member of Descartes United by Design Partner Program by contacting us:

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