

Benefits of Starlight Product Certification Program

Benefit	Silver	Gold	Platinum
Starlight Marketing/Channel Management			
Published final report	–	Optional	Optional
Published as Starlight internal standard	–	Optional	Yes
Included in Starlight marketing collaterals strategy — ‘joint success stories’	Optional	Optional	Optional
Potential tradeshow collaboration	–	–	Yes
Shared channel management strategy	–	Optional	Yes
Become approved co-selling partner with Starlight Field Sales and Client Services	–	–	Yes
Product endorsed in solution sales by Starlight Client Services	–	Yes	Yes
Hot links to Starlight’s WWW Home Page	–	Optional	Yes
Product Certification Process			
Development environment testing	–	–	Yes
Integration unit testing	–	Yes	Yes
Performance benchmarking/testing	–	Yes	Yes
Starlight test lab operational scenario testing	–	Yes	Yes
Standard Starlight product certification testing	Yes	Yes	Yes
Bug data exchange	–	Optional	Yes
Starlight involved with product beta program	–	Optional	Yes
Technology sharing/transfer	–	Optional	Yes
Testing and Cycles Durations			
45–60 days	Required	N/A	N/A
90–120 days	Optional	Required	N/A
120+ days	Optional	Optional	Required
Recertification schedule preference for product upgrades	–	Yes	Yes
Final Reporting			
Starlight letter of certification	Yes	Yes	Yes
Final test results provided to participant	Yes	Yes	Yes
Successful products placed on Starlight’s ‘Certified Products List’			

For More Information, Contact:

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