# Table of Contents

1. Overview
2. Advantages
3. Who the Program is For
4. Success Criteria
5. How to Get Started
6. Benefits by Partnership Level
7. Envisioning Workshops
8. Recommended Developer Experience
9. Program Requirements
10. Benefits Defined
11. iTwin Ventures
Digital twins are creating exciting new opportunities for independent software vendors, systems integrators, digital integrators, solution providers, and for in-house development teams within engineering firms and owner-operator organizations.

The goal of the iTwin Partner Program is to foster a thriving community of organizations who share our vision of creating an open ecosystem for infrastructure digital twins. We achieve this by supporting the development of applications built on the Bentley iTwin platform, and through enabling organizations that wish to take their digital twin applications to market.
advantages

innovate
access tools, technology and support to quickly achieve your goals

accelerate
enter an addressable market of the world’s leading design and engineering companies and owner-operators

scale
make connections to more data sources and enable digital twins for large-scale infrastructure assets
who the program is for

systems integrators
digital integrators

independent software vendors
developers
success criteria

- executive sponsorship
- defined use case
- developer resources
- digital twin strategy
- go-to-market plan
how to get started

Choose a partnership level:

**Standard**
The Standard level is for organizations that will use the iTwin Platform with limited guidance and promotional support from Bentley.

**Premier**
The Premier level is for organizations that will benefit from enhanced guidance and promotional support from Bentley.

[Apply Now]
## benefits by partnership level

<table>
<thead>
<tr>
<th>benefits</th>
<th>standard level</th>
<th>premier level</th>
</tr>
</thead>
<tbody>
<tr>
<td>iTwin Partner Logo</td>
<td></td>
<td></td>
</tr>
<tr>
<td>iTwin Platform Directory</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dedicated iTwin Partner Manager</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Envisioning Workshop</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hackathon</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Marketing Resources and Support</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bentley Event Participation</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
envisioning workshops

- **objectives**
  - We aim to engage, educate, and inspire ideation through our envisioning workshops to accelerate your digital twin initiative
  - Our team of experts will guide you through a virtual, 2-hour interactive session to explore various use cases and personas using Miro

- **benefits**
  - We examine the data gathered through the workshop to help you establish a digital twin hypothesis that aligns with your core objectives
  - The result is a workshop summary outline that includes the recommended Bentley iTwin platform modules and developer expertise to achieve your vision
recommended developer experience

- JavaScript or TypeScript
- React developer (or similar) for front end
- Web development
- Node.js backend developer
- Cloud deployment skills (DevOps)
## Program Requirements

<table>
<thead>
<tr>
<th></th>
<th>Standard</th>
<th>Premier</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Business Plan</strong></td>
<td>Document that outlines mutually agreed upon goals and annual go-to-market strategy</td>
<td></td>
</tr>
</tbody>
</table>
| **Case Study**                 | Case study to demonstrate your success in building on the Bentley iTwin platform  
  - Video posted to the Bentley iTwin platform YouTube Channel  
  - White paper case study template |  |
| **Accreditation**              | Enhance your Bentley iTwin platform expertise through our Developer Accreditation Program  
  - Premier Level: completion of two developer accreditations |  |
| **MVP or Practice**            | Minimum Viable Product or Bentley iTwin platform practice  
  - Production ready solution  
  - Practice within your organization focused on the Bentley iTwin platform |  |
benefits defined

**iTwin Partner logo**
Promote iTwin Partner status and relationship with Bentley

**envisioning workshop**
Explore and refine your use case to accelerate solution development

**hackathon**
Collaborate through sprint-like design activities to expedite innovation

**dedicated iTwin Partner Manager**
Get a designated point of contact to align you with Bentley resources

**iTwin Platform Directory**
Add your company logo to the iTwin Platform Directory

**marketing support and resources**
Utilize co-branded materials and joint promotional activities

**Bentley event participation**
Opportunity to gain exposure at Bentley-sponsored events
Investing in Digital Twins
Entrepreneurs & Innovators

Bentley iTwin Ventures seeks to invest in emerging companies that are developing innovative solutions in digital twin engineering and asset lifecycle management.

bentleyitwinventures.com

Bentley.com

© 2021 Bentley Systems, Incorporated. Bentley, the Bentley logo, and iTwin are either registered or unregistered trademarks or service marks of Bentley Systems, Incorporated or one of its direct or indirect wholly owned subsidiaries. Other brands and product names are trademarks of their respective owners. 2041011/21