



# Sustainability Tech Partner Program Guide

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## About the Program Guide

The Autodesk Sustainability Tech Partner Program Guide (“Program Guide”) is referenced in and forms part of the Autodesk Sustainability Tech Partner Agreement (“Agreement”). Capitalized terms not defined in this Program Guide shall have the same meanings assigned to them in the Agreement. Participants in the Autodesk Sustainability Tech Partner Program (“Program”) are referred to as “you” in this Program Guide. Autodesk reserves the right to amend, modify, or terminate this Program Guide and the Program or benefits described herein at any time by posting the updated Guide or otherwise providing you with notice, and such updates shall be effective on the earlier of such posting or other notification to you. Autodesk reserves the right to interpret or clarify this Program Guide at its sole discretion.

## Program Value Requirements

To remain in good standing as a participant in the Program you must meet the Program requirements. Autodesk will evaluate your eligibility from time to time.

Requirement	Description
Develop, launch, and maintain an integration to an Autodesk product relevant to sustainability	Within six (6) months of joining the Program, develop and announce an integration to an Autodesk product or API
Announce your integration with a social media post on LinkedIn (other social media optional), blog post, or press release	Submit to Autodesk a draft for comment of any public announcements regarding the Agreement or your integration at least five business days (social media posts) or ten business days (blog posts or press releases) prior to publishing the announcement. You must comply with Autodesk social media guidelines and applicable law
List the integration on your own website	For logo usage, you must comply with <a href="#">Autodesk brand and trademark guidelines</a>
Assign a technical lead	Designate a Product Manager or Engineer as the main point of contact for technical or security questions
Assign a go-to-market lead	Designate a business or go-to-market lead (typical from your partnerships, marketing, or sales teams) as the main point of contact for all sales and marketing questions
Complete Partner Intake Form	Complete this <a href="#">intake form</a> with information about your company



## Technology Benefits

With free access to Autodesk products and APIs, develop integrations with your industry-leading applications.

Requirement	Description	Duration
Autodesk Developer Network	Membership in the Autodesk Developer Network, providing access to virtually all Autodesk software for development, support, and field demonstration purposes, as further described here	Membership fee waived for 2 years
Accelerator events	Priority access to sustainability-themed Accelerators where direct technical support is provided	<a href="#">Announcement of Accelerator events</a>
API Early Access	Members may get select access by invitation	Communicated via email

# Go To Market Benefits

We collaborate closely with you to reach mutual customers and evangelize the value of our best-of-breed ecosystem of integrated solutions. Leverage these tools and benefits to tell your story to customers. All go to market activities are contingent upon your collaboration, initiative, and reciprocation of efforts and may require you to enter into additional agreements with Autodesk prior to participation. Collaboration is at Autodesk's sole discretion.

Element or Activity	Description
Get Autodesk support for your integration announcement (social media post, blog post, or press release)	Autodesk will support your announcement with <ul style="list-style-type: none"><li>• Review and comments</li><li>• Social media amplification</li><li>• Quote from Autodesk (press release only)</li></ul>
List your integration on Autodesk App Store	Autodesk will support you in the process for publishing your integration on the App Store
Amplify your customer-facing collateral to drive demand generation	Autodesk may share your marketing materials highlighting the value of your integration to Autodesk sales and customer success teams including (but not limited to): <ul style="list-style-type: none"><li>• Demonstration videos (best if &lt; 3 minutes)</li><li>• Presentation slides</li><li>• Customer case study</li><li>• Sales data sheets or similar documents</li></ul>
Collaborate on customer case study	If Autodesk chooses to collaborate with you on a case study, the case study should include: <ul style="list-style-type: none"><li>• Customer challenge faced</li><li>• Use case &amp; solution involving the integration between your application and the relevant Autodesk application</li><li>• Customer sustainable outcome achieved</li><li>• Autodesk will provide comments and assistance prior to publication</li></ul>

