

Q-SYS Developer Partner Guide

Program Year 2023





Innovating Together to Drive Growth

The Q-SYS Partner Ecosystem

Partner with Q-SYS for the expertise and technology you need to bring integrations to life—elevate and maximize the customer experience while driving increased awareness of your brand and solution offerings.

The Q-SYS Developer Partner Program provides support to Q-SYS Technology Partners to help rapidly develop, market, and sell scalable integrated solutions. Through commitment and collaboration, Q-SYS drives growth and success of our shared ecosystem.

Join a global network of partners who take their Q-SYS offering to the next level to create an enhanced experience for our shared customers.

We can help you accelerate your business through:

- Dedicated Q-SYS resources
- Q-SYS Plugin Certification support
- Marketing and referrals
- Development and technical support

By working together, we can enable business breakthroughs and create an outstanding customer experience.

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Why Q-SYS?

We believe Q-SYS Developer Partners are essential for the growth and continued success of Q-SYS. Their knowledge and experience allows Q-SYS to integrate with more software platforms and device manufacturers. The result is an open, innovative digital ecosystem.

Q-SYS is a cloud-manageable audio, video and control platform built around a modern, standards-based IT architecture. Flexible, scalable and performance-driven, it was designed using industry-standard principles and mission-critical technologies.

Developer Partners are tapping into the definitive audio, video and control ecosystem by developing Q-SYS Certified Plugins that are fully vetted and endorsed by Q-SYS. Our partners collaborate with us to develop and certify the plugin integrations, while supporting and maintaining the plugin for our mutual customers.



Q-SYS Executive Commitment

"Q-SYS is committed to providing a diverse pool of solutions to end-users by delivering choice and flexibility within their specific Q-SYS application."

We believe developers are essential to that process. Through the Q-SYS Developer Partner Program and collaboration with Technology Partners, developers can better meet end-user needs and develop in-demand Q-SYS Certified Plugins more efficiently and effectively.

Together, we're creating a collaborative environment for the entire ecosystem, helping us better serve our mutual customers."

Jason Moss,
VP, Corporate Development
and Alliances



Program Pillars



Innovation

Join a thriving ecosystem of developers and partners who create and manufacture a broad range of integrated solutions.



Development

Collaborate on the latest solutions for the Q-SYS Ecosystem with committed Q-SYS Engineers, Product Managers and strategic Technology Partners.



Promotion

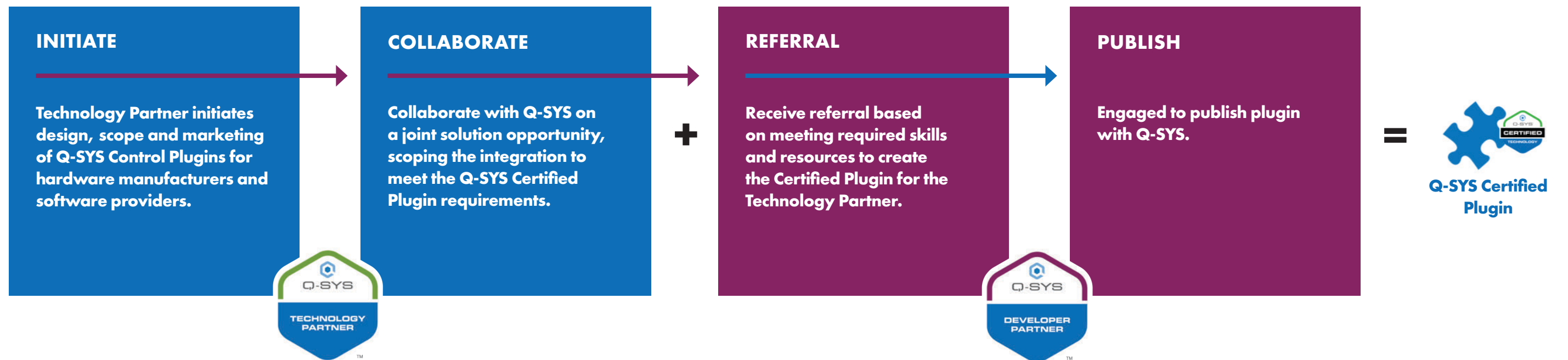
Evangelize Q-SYS solutions and promote your Q-SYS endorsed business and integrations through promotional and marketing vehicles.





Program Journey

The two Partner Programs work together to accelerate plugin development within the Q-SYS Ecosystem. Developer partners are contracted by Technology partners to develop Q-SYS Plugins, who create the plugin and prepare it for release.





Program Opportunities

Joining the Developer Partner Program enables developers to offer a range of Q-SYS Plugins. Developer Partners can develop Certified Plugins in partnership with Technology Partners, or work on Q-SYS Utility Plugins independently.

1

CERTIFIED PLUGINS

Develop pre-scoped plugin integrations for hardware manufacturers and software providers who participate in the Q-SYS Technology Partner Program.

2

Q-SYS UTILITY PLUGIN

Develop in-demand and requested Q-SYS Plugin integrations for the Q-SYS platform and distribute through Q-SYS Asset Manager.

3

PROMOTION AND MARKETING

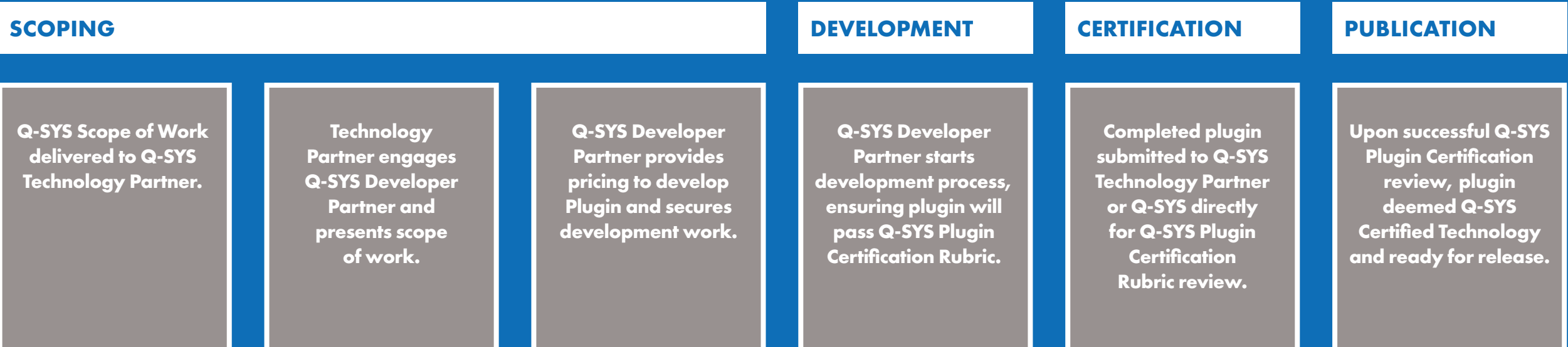
Position your Business as a Q-SYS Developer Partner through a web presence on Q-SYS.com and within the Technology Partner Hub.

Development Process

The Q-SYS Developer Partner Program creates a collaborative and innovative environment between Q-SYS and Q-SYS Technology Partners to produce beneficial integrations for mutual end users.

Q-SYS Control Plugins: These enable Solution Integrators to integrate a Q-SYS Technology Partner’s AV/IT device into a Q-SYS design and control those devices with separate, installable, and packaged scripting components.

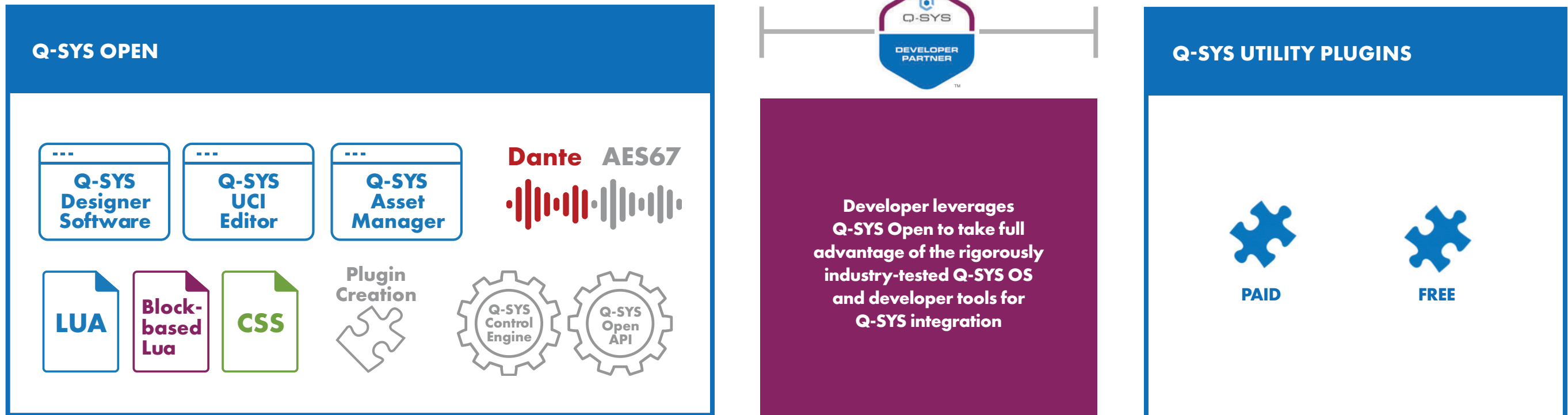
Q-SYS Certified Control Plugins: The Q-SYS Certified designation applies when Q-SYS Technology Partners collaborate with Q-SYS to define a plugin for their solution and then engage with an accredited Q-SYS Developer Partner for plugin development. Q-SYS then tests the final plugin package to certify all necessary criteria have been met for Certification. Once the plugin has passed the Q-SYS Plugin Certification rubric, the plugin is deemed Q-SYS Certified Technology.





Q-SYS Utility Plugin

Q-SYS Utility Plugins are Q-SYS Control Plugins that extend and/or enhance the functionality of the Q-SYS platform. They are built using Q-SYS Open, our collection of open standards and published developer tools that enable third-party development within Q-SYS.



$$\text{Q-SYS Developer Partner} + \text{Q-SYS} = \text{Q-SYS Plugin}$$



Program Features and Benefits

PROGRAM BENEFITS	Q-SYS DEVELOPER PARTNER
GENERAL	
Q-SYS Partnership Program Contact	✓
Access to Q-SYS Developer Partner Portal	✓
Presence on Q-SYS Website	✓
PARTNER DEVELOPMENT AND VERIFICATION	
Access to Q-SYS Developer Resources	✓
Access to NFR (Not-for-Resale) testing/demo equipment	✓
Access to Q-SYS Designer Beta Program	✓
Access to the Q-SYS Technology Partner Certification Process	✓
Exclusive Access to Future Development Tools	✓
Q-SYS SALES	
Lead Sharing and Lead Forwarding (Reciprocal)	✓
Product Training Access for Q-SYS Portfolio	✓
Q-SYS MARKETING	
Monthly Q-SYS Asset Manager Download Report	✓
Access to Partner Marketing Toolkit	✓



Program Requirements

PARTNER REQUIREMENTS	Q-SYS DEVELOPER PARTNER
GENERAL	
Must be signed up and actively involved in Communities	✓
Must have lab to provide development and support	✓
PARTNER DEVELOPMENT AND VERIFICATION	
At least one Q-SYS trained developer on staff	✓
Training: Level 1, Control 101, Control 201	✓
Complete and pass developer test	✓
Follow Certified rubric for Q-SYS Plugin development	✓
Practice Software Quality Assurance (SQA)	✓
BUSINESS REQUIREMENTS	
Offer support and maintenance for produced Q-SYS Plugins	✓
Proper use of Partner Marketing Toolkit and brand guidelines	✓
Must have established business or LLC	✓
Must offer customer support	✓



Become a Developer Partner

Invest in the long-term success of your business—join the Q-SYS Developer Partner Program.

We provide the expertise and technology you need to accelerate solution development, while enhancing your marketing with the Q-SYS Certified Plugin stamp of approval. Offer an elevated customer experience while driving increased awareness of your brand and solutions.

SPECIALIZE

in building
Q-SYS Control
Plugins

ACCELERATE

technology
innovation around
the Q-SYS platform
while meeting
Q-SYS compatibility
and certification
requirements

DEVELOP

Q-SYS Utility Plugins
which enhance the
Q-SYS platform

SERVE

as an integration
conduit for Q-SYS
Technology Partners



Grow Your Business With The Q-SYS Partner Ecosystem

- **Deeper integration with Q-SYS**
Get an all-access pass to the Q-SYS Ecosystem with the Q-SYS Developer Partner Program.
- **Q-SYS approved integrations**
Endorse your work with Q-SYS Plugin Certification.
- **Collaboration with our team**
Work side by side with the Q-SYS team to bring new plugin integrations to market that will elevate the user experience.
- **Ongoing support**
We're invested in your success and look forward to partnering with you to deliver incremental value to our shared customers.



**We're
Invested
In Our
Partners'
Success.**



qsys.com/becomeapartner

Contact: DPP@qsc.com