

General Information

- **Presentation Part 1**
 - General information about EAP
- **Presentation Part 2**
 - Customer Example

Agenda (Part 1)

- **What is an EAP**
- **Reasons to join an EAP (Win / Win situation)**
- **EAP requirements**
- **People and Roles involved**

Definition

- **Early Access Program**

- Program to enable selected Bentley customers early access to new Bentley products before official release.

- **Early Adapter Program**

- Program to enable selected Bentley customers early adaption of Bentley technology

Early Adapter Program – Win / Win Situation

Why to go for this program?

- Customer:
 - Strong interest in new product capabilities, in order to solve a current pain point
 - Receive support by Bentley Systems to enable a successful project
- Bentley:
 - Receives direct information on product needs and behavior during the project duration

Early Adapter Program – Win / Win Situation

Who takes a greater share in the project?

It is joint action and should keep the balance between all participants!

Early Adapter Program – Requirements

Requirements to have an EAP in place:

- **General:**
 - Bentley Software and Bentley Sales need to agree on a EAP Program
- **Documentation to start:**
 - SELECT agreement
 - NDA agreement (often included into SELECT contract)
 - EAP Agreement
- **Commitment:**
 - This Program is only successful in case both parties commit to what they agreed in the EAP Agreement

Early Adapter Program – Target Definition

Quantify a target to Define the Project end:

- Depending on the Software:
 - Leveling expectations for the Project Success.
 - Clear definition of Bentley Training
 - Clear definition on Bentley Software used in the Project
 - Clear definition of Bentley Support
 - Clear definition on Customer testing and feedback
 - Clear definition of Project Procedures
 - Clear definitions of Project Documentation
 - Clear definition on Product capabilities to end the Project
 - a.s.o.

Early Adapter Program – Project Team

Project Team / Responsibilities:

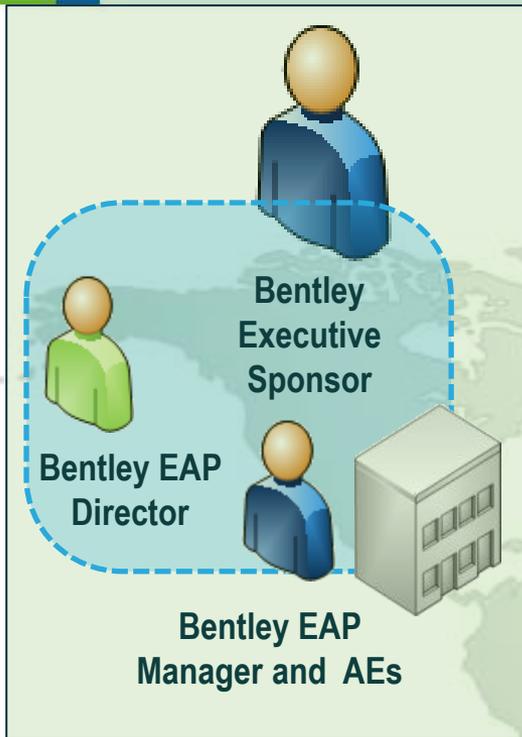
- Customer:
 - Executive Sponsor – makes sure to give his team time
 - Project Manager – Project documentation and decisions
 - Project Engineers – Day by day work

Early Adapter Program – Project Team

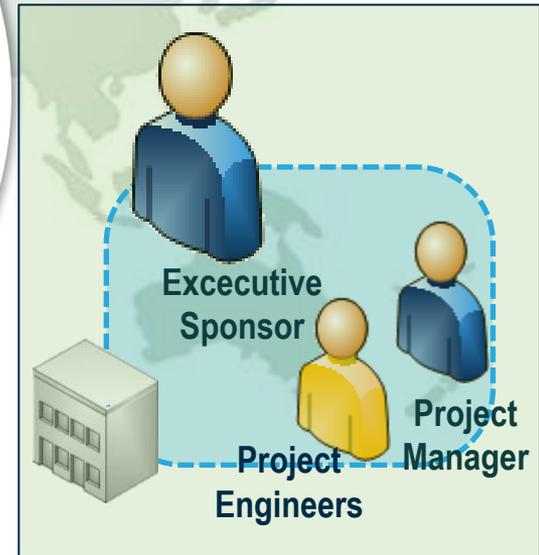
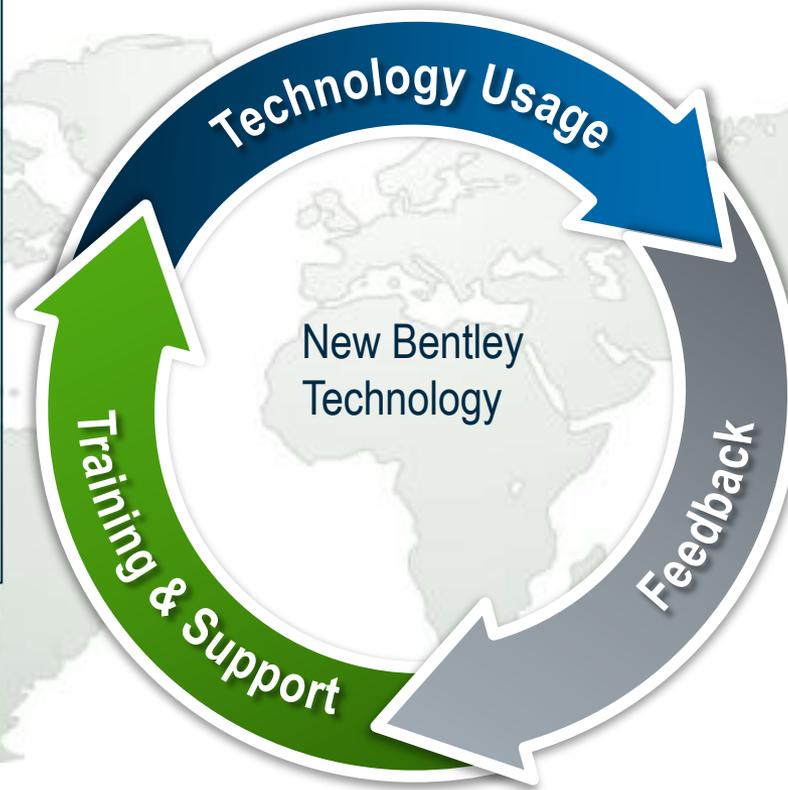
Project Team:

- Bentley:
 - Executive sponsor (Sales) – makes sure the team can go for it (Project Number)
 - Executive Director (Sales) – Takes all over responsibility on deliverables
 - EAP Manager (Sales) – Manages the day by day business
 - BSW Product Manager – Enables verification of results and makes sure the product will meet the requirements
 - EAP AE (Sales) – Trains and supports the Customer

Early Adapter Program – Overview



Bentley Systems



Customer

Iteration until defined
Project success criterias
will be achieved

