



Autodesk Construction Cloud Integration Partner

Program Guide



Dear Integration Partner,

Thank you for partnering with Autodesk! This Program Guide provides an overview of the benefits and requirements of our Integration Partner Program. Our partners develop integrations to a variety of Autodesk Construction Cloud applications that deliver enhanced productivity and value to our mutual customers. We hope that this Program Guide will help you take full advantage of the Program to the advantage of those customers.

-The Autodesk Construction Cloud Partner Team

About the Program Guide

The Autodesk Construction Cloud Integration Partner Program Guide (“Program Guide”) is referenced in and forms part of the Autodesk Construction Cloud Integration Partner Agreement (“Agreement”). Capitalized terms in this Program Guide have the same meanings assigned to them in the Agreement, unless otherwise specified. You are referred to as a “Partner” in this Program Guide. The effective date of this Program Guide is February 19, 2021. If the Agreement effective date is later than February 19, 2021, the effective date of this Program Guide will be the effective date of the Agreement. Updates are effective as of the date of the update. Autodesk reserves the right to amend, modify, or terminate this Program Guide and the Program or benefits described herein at any time with thirty (30) days written notice. Autodesk reserves the right to interpret or clarify this Program Guide at its sole discretion.

Technology Benefits

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

Products	Descriptions	Quantity
Autodesk Build	Includes Autodesk Docs	Up to 5 seats
Autodesk Build APIs	Documentation	NA
Autodesk Takeoff	Includes Autodesk Docs	Up to 3 seats, by invitation only
Autodesk Takeoff APIs	Documentation	NA
BIM 360	Includes BIM 360 Docs, Build, Design, Glue, and Layout	Up to 5 seats
BIM 360 Forge APIs	Documentation	NA
PlanGrid	Unlimited sheet count and Admin Console	Up to 3 seats on 1 Admin Console
PlanGrid APIs	Documentation	NA

Go To Market Benefits

A key aspect of collaborating with our Partners centers on our ability 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 Partner collaboration, initiative and reciprocation of efforts.

Element or Activity	Description
Get Autodesk support for your integration announcement (which can be a press release or blog post)	Autodesk will support your announcement with: <ul style="list-style-type: none"> · Review and comments · Social media amplification
List your integration with Autodesk	Add your integration to the Autodesk Construction Cloud Integrations website and the Autodesk App Store as appropriate
Share your customer-facing collateral with Autodesk sales representatives	Autodesk will share your marketing materials highlighting the value of your integration to customers, including (but not limited to): <ul style="list-style-type: none"> · Demonstration videos (best if < 3 minutes) · Presentation slides · Sales data sheets or similar documents
Sponsor Autodesk events	Get early access to prospectuses and sponsorship opportunities such as Connect & Construct and Autodesk Construction Cloud Roadshows
Host a webinar	Autodesk will participate in your webinar about the integration; requires a previously-published case study of a customer using your integration and a customer's participation in the webinar

Program Requirements

To remain a Partner in good standing you must meet the following requirements, which Autodesk will evaluate from time to time.

Requirement	Description
Develop, launch, and maintain an integration to an Autodesk Construction Cloud product	Within six (6) months of joining the Program, you should develop and announce an integration, which can include an integration to: <ul style="list-style-type: none"> · Autodesk Build APIs · Autodesk Takeoff APIs · The BIM 360 APIs · The PlanGrid APIs · The Autodesk Construction Cloud Connect platform (i.e., Workato) · Autodesk Build or BIM 360 Partner Cards
Announce your integration with a press release or blog post	You must submit to Autodesk a draft for comment of any public announcements regarding the Agreement or your integration at least ten days prior to publishing such announcement
List the integration on your own website	Feature the appropriate logo (e.g., Autodesk Construction Cloud, Autodesk Build, Autodesk Takeoff, BIM 360 or PlanGrid) and mutually agreed upon language on a partner section or other prominent section of your website. For logo usage, you must comply with Autodesk trademark guidelines
Train your sales reps	Present the value of the integration and the relevant Autodesk Construction Cloud solution to your sales team at least once per year; Autodesk partner representatives can be available upon request and subject to scheduling
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 the Partner Intelligence forms	Submit information about (i) your company (e.g., value proposition, differentiators, go-to-market tactics) and (ii) your integration (e.g., function, value, referenceable customers)