

RealWear Development Program

Program & Policy Guide



Overview

The RealWear Development Program (“RDP”) provides application developers the tools and support needed to deliver innovative solutions end users desire on RealWear’s industry-leading, hands-free devices for the industrial worker.

The RealWear developer community is a diverse set of companies. Some design applications to meet a specific use case for exclusive deployment. Others deliver a suite of solutions across a wide array of devices, platforms, industries and customers. While yet others support the needs of an individual organization. Each developer is unique. The RDP offers the flexibility to match the best resources to meet their particular needs and fuel success.

There are two levels of developer membership:

- **Independent Software Vendor (“ISV”).** Intended for those developers who desire a higher-level partnership with RealWear, the ISV track provides access to technical support, marketing support and enhanced communication.
- **Registered Developer.** For self-sufficient developers, this option provides basic documentation, tools, code samples, and communication. This is an ideal option for companies who need no marketing, sales or technical help.

Note: Developers who wish to sell RealWear devices must also join the RealWear Partner Program (“RPP”).

Developer Requirements

Requirements	Registered Developer	Independent Software Vendor
Technical Capability The RDP supports technically competent development teams in pursuit of launching one or more applications on RealWear devices. To this end, applicants should have demonstrated ability to develop a working application on hands-dependent Android devices, preferably the one planned for deployment on RealWear devices.	✓	✓
Developer Agreement The RealWear Developer Agreement (“RDA”) must be approved in its entirety. Generally, the RDA is acknowledged and accepted during the online application process.	✓	✓
Enrichment Investment For all developers—new and existing—without applications already optimized for RealWear devices and available on RealWear Foresight, an enrichment investment is required. They may choose from: • Sending a single participant through RealWear Developer Academy. • Purchasing two RealWear Navigator™ 500 devices.		✓
Development Device Purchase ISVs must have a RealWear Navigator 500 device available to aid them in their development. This device may be purchased as part of the Enrichment Investment outlined above.		✓
Application Quality Standards ISVs are expected to ensure their application(s) function properly with each firmware release. RealWear provides early firmware access and documentation to enable application updates. Following each firmware release, all developers must certify that their application(s) comply within four (4) weeks. Failure to certify and/or consistent customer quality complaints may result in application removal and membership termination.		✓



Developer Benefits

The RDP addresses developer needs across the application development cycle from assessment to training to validation to promotion and delivery. Developer membership options and benefits are described below.

Registered Developer Benefits

- **Knowledge Base.** A bevy of self-service materials to address all aspects of developing for RealWear devices.
- **Developer Newsletters.** Periodic summaries of the latest news.
- **Partner Portal.** Website access specific to developers.

Independent Software Vendor Benefits (include Registered Developer benefits plus...)

Technical Assistance Dedicated engineering team focused on developer success provides tools and support.	• Device-specific Issue Resolution. Sometimes a little help is needed developing for RealWear devices. The RealWear team will assist the ISV in overcoming bugs and hurdles in the app development process. • Assessments & Validation. Prior to publication, the RealWear team reviews the ISVs app for readiness and assigns it a RealWear UX Score. • User Experience Library. Code shortcuts to streamline development and deliver the RealWear user experience customers expect. • Early Firmware Access. To keep up with Android requirements, RealWear releases three to four updates per year. ISVs receive early access to prepare their applications for limited customer impact.
Marketing & Sales Tools and opportunities to promote and sell applications to RealWear customers.	• Application Catalog and Partner Directory Listing. RealWear customers have the chance to find ISV's solutions within our online app catalog and partner directory. • Foresight. ISV's customers receive access to RealWear's powerful mobile device management tool, Foresight, to deploy and manage developer's application. • Discounted Development Devices. A discount of approximately 10% to 20% off a limited quantity of devices for development and sales efforts. • Inclusion in Internal Sales Demo Library. Ability to maintain updated demo and marketing materials to include in RealWear's sales demo library.

Maintaining RDP Status

All developers must remain in compliance with their respective Developer Requirements found in this Development Program and Policy Guide and the RDA to be eligible for membership in the RDP. RealWear provides a grace period of sixty (60) calendar days in which the developer must successfully cure any breach of Developer Requirements. If the developer fails to meet minimum Developer Requirements in this timeframe, RealWear may reclassify a developer's application or terminate the developer's membership.

The terms and conditions of this Development Program and Policy Guide are subject to change. RealWear will provide thirty (30) days email notification to developers regarding material RDP or policy changes and any changes to fees.

The terms of this Development Program and Policy Guide are subject to the terms of the RDA between RealWear and Developer. RealWear reserves the right to terminate a partner's membership in the RDP, per the terms of the RDA and this Development Program and Policy Guide, at any time and for any reason. RealWear reserves the right to modify this program at any time without notice.

