

# INVESTMENT SUMMARY

**BUDGETING & PLANNING TOOL  
AS A DEVELOPMENT PARTNER**  
March 11, 2025



## OVERVIEW

Founded in 1990, Configura Sverige AB creates software solutions that help businesses and people around the globe design spaces and sells configurable products in the commercial interiors, material handling and kitchen and bath industries. Configura's software products include CET Commercial Interiors, CET Material Handling, CET Kitchen & Bath, Design Studio and Stage. Configura also has a growing user community of thousands of designers, engineers' salespeople, dealerships and manufacturers around the globe that use Configura's products.

Headquartered in Linköping, Sweden, Configura has grown to seven offices with commercial operations in Grand Rapids, Michigan, United States; Cincinnati, Ohio, United States; Kuala Lumpur, Malaysia; Shenzhen, China; Tokyo, Japan; and Berlin, Germany. Configura is privately owned with over 280 employees worldwide and annual sales of more than \$30 million USD.

Based on technology created by Configura, CET is an intelligent, highly visual and intuitive space-planning software as a service (SaaS) that simplifies specifying and selling of products in a variety of industries. It's a complete solution that quickly and accurately handles every step of the sales and order process. With environments developed for commercial interiors, kitchen & bath and material handling, the software components represent manufacturers' products look and behave like actual products. Users drag and drop components into 2D and 3D virtual environments and behind the scenes, the software tracks components, calculates pricing and prevents user errors. Users can create and generate layouts, quotes, photorealistic renderings, movies, installation drawings, reconfigurations and bills of materials – in other words, everything needed to propose on work and place orders. CET is the future of space planning

With this exciting software as our platform, we welcome you to our Development Partner Community. This document was created to provide your organization with the necessary steps to set your business up for success. While it's not meant to be all-inclusive, it will highlight the foundation necessary for investment.

We look forward to growing our community with you!

Cheers,

Your Partner Program Team at Configura

# ONBOARDING INVESTMENT

The following items listed below outline the initial investment you should plan for as a Development Partner with Configura. This is the core foundation for success on your first CET project and should be planned appropriately.

## Annual Partner Subscription fee

To remain an officially recognized and published Development Partner on Configura's website the annual partner fee of \$5KUSD must be paid at invoice. The fee includes 3 annual developer licenses of CET Developer bundle or Content Developer bundle, or a mix of the two. Any additional developer license can be purchased at 30% off as long as you retain your certified partner status. The incentive program described below is active as of January 1, 2024. Deals made prior is not eligible for royalty.

Publishing & License Incentive Program:

- The annual fee for all Development Partners is \$5K, including 3 free developer licenses, CET Developer or Content Developer (new bundle, CET industries incl. libs, creator, and Spec). The lowest priced license will be settled first.
- \*Announcing an opportunity for our Certified Development Partners to earn royalty on sold fully paid published extensions and purchased licenses by same manufacturer.
- Partners maintaining all its developers certified will enjoy a 30% discount on all new developer licenses, any Configura Services and events and participation in the incentive program. Certification requirement is waived in 2024 while we are rolling it out.
- Partners receive 2 free tickets to Excelerate (Partner/Manufacturer Meeting).
- All self-paced developer training is free for Development Partners, with the first certification attempt being complimentary for all developers that has gone through training.
- Development Partner is responsible to report any new published manufacturer to Partner Manager at [partners@configura.com](mailto:partners@configura.com)
- All discounts are applied to the current list price.
- No discount on the annual partner fee.
- Further details around marketing, other soft benefits, and meeting cadence will come as we move forward.
- Any conflicting agreements are superseded by the signing of the Partner Agreement.
- The partner agreement is one size fits all, but any other situation not covered under the program will be handled case by case per separate agreement.
- For participation in Partner Program and to be named as a recognized Partner to Configura, signed partner agreement is required.

\*Earned royalty will be calculated and paid in cash when Configura has received payment and in line with Configura standard royalty payment practice. See below for more details on the royalty payments.

**Who:** Development Partners

**Duration:** Calendar year, enrollment year prorated per quarter.

**Cost in USD:** \$5,000

## Royalty Payments

### Publishing Program

A royalty of 20% will be paid for a onboarding a new manufacturer. Meaning partner is taking a new manufacturer that has no previous developed extensions on to the platform. This includes educating the customer on how the publishing program works and what the cost covers. For royalty to be paid no discount can be offered on the publishing fee which is \$12KUSD in 2025. Royalty will be paid in line with Configura's normal royalty payments and requires Configura to have received payment from customer before royalty is sent to partner and extension published on Marketplace. Payments are electronic and banking information will be requested from the partner to execute payment. The publishing royalty is for first publishing year only, first 4 quarters from account registration and signing in MyConfigura by manufacturer.

Report sold publishing to [partners@configura.com](mailto:partners@configura.com) customer must be registered in line with the lead registration policy so we can assure customer is eligible for partner claiming credit.

## CET License Sales

When an extension has gone through the extension review process and been approved for publishing, the partner responsible for developing and launching customers extension is entitled to royalty on any licenses said manufacturer purchase. Licenses acquired within twenty-four months of launch generate a 20% royalty. And any renewed licenses will pay a 30% royalty. Note both royalties will be paid for the license period within the 24-month window.

### Example 1:

Manufacturer ABC order 5 licenses in conjunction with their launch of developed extension. 12 months later they renew same 5 license, partner will receive 20% for first 12 months+30% of payments for next 12 months period.

### Example 2:

Same as above but licenses are ordered 6 months after launch and will renew 12 months later. Full 20% royalty on initial order but renewal will only pay out 50% the 30% since only 6 months remains of the 24-month window.

Report launched extension eligible and any accompanied license sales to [partners@configura.com](mailto:partners@configura.com) , include customer buyer name and email address registered at myconfigura license administration.

### Please note:

*Partner shall, be solely responsible for paying all taxes including but not limited to sales, and other taxes, federal, state, local sales, use, excise value-added, privilege or assessments, governmental charges, or otherwise, and any other taxes, however designated, levied, or imposed arising out of or relating to, or associated with amounts payable under, this Agreement, other than any taxes which may be imposed on CSAB's income. Partner agrees to indemnify and hold CSAB harmless from and against violation or breach of this Section.*

## Onboarding Welcome

### Service Partners & Development Partners

This is an overview call between Development Partner Leadership and Key Contacts at Configura. It describes how the Configura ecosystem work and the role Development Partners play.

**Who:** Leadership & Sales

**Duration:** 1 hour

**Cost in USD:** \$0

## Introduction to Services

### Service Partners & Development Partners

This webinar will review the types of services Configura offers to supplement and aid in the assistance of your projects.

**Who:** Sales, AM, Lead Developer

**Duration:** 1 hour

**Cost in USD:** \$0

## Introduction to CET

### Service Partners & Development Partners

This training covers all topics for using the software: navigation, drawing architectural items, placing furniture, rendering, printing, interface with Auto CAD and using SPEC symbols in CET.

**Who:** All Team Members

**Duration:** 10 hours

**Cost in USD:** \$400/pp

## Self-Paced Developer Training

### Development Partners

Both Developer training and QA training are highly recommended and certification is mandatory and there to increase quality, performance, safety and there to secure best possible user experience.

Updated 03/11/25 by Peter Brandinger

Students will learn the basics of the CM programming language and CET extension-focused programming. The course is taught with a "tell-show-do" methodology, and each topic will be presented in lecture, followed by demonstration, and students will then practice new skills through exercises. Students will learn and practice the CM Developer environment and tools, as well as getting practice with some of the core concepts of CM Development: 2D/3D graphics, symbol connections and rules, user interface, and more.

*Prerequisites for this course are prior programming experience in any object oriented language (preferably a strictly typed language like C++, C#, or Java) And students should also hold a basic knowledge of CET - "Getting Started with CET" webinar or equivalent.*

**Who:** Developers

**Duration:** 5 days

**Cost in USD:** \$600/pp (free to our authorized partners)

## Basic Certification CET Developer

*Development Partners*

The Certification are mandatory for all partner developers. Pre-requisites, self-paced Developer Training.

**Who:** Developers

**Duration:** ~1 hour

**Cost in USD:** \$300/pp (first attempt free for our authorized partners)

## Self-Paced Catalogue Creator Training

*Development Partners*

This class covers all the basic information for using Catalogue Creator, Model Lab, and Material Lab, working with existing CAD models, assigning features, materials, style numbers and SIF. We encourage participants to bring their models and data to begin work together on your Catalogues. There is a lot of hands-on and Q&A time built into this class. This workshop training would give you an excellent foundation on which to continue building your Catalogues.

**Who:** Developers

**Duration:** 5 days

**Cost in USD:** \$300/pp

## Self-Paced QA Training **is under development**

*Development Partners*

## Intermediate CET

*Service Partners & Development Partners*

Now that you know the basics of CET and how to complete a simple project from start to finish, let's add in the tools, features and functionality that will allow you to become more efficient and effective while working in CET.

**Who:** Sales and Development

**Duration:** 10 hours

**Cost in USD:** \$400/pp

Find latest information on [www.configura.com](http://www.configura.com)

## RECURRING INVESTMENT

Becoming a Development Partner is a continued investment complemented by countless opportunities. At Configura, we believe in continued innovation and improving the skills of our team members. We expect the same from our Partners. While there are financial costs to maintaining your membership with Configura, there is also a need for Continuing Education. The following list provides a summary of some of the continued investments you should plan to make to position yourself as a successful Development Partner in the CET Community. Rates shown are 2024 price level.

ITEM	DESCRIPTION	WHOM FROM PARTNERSHIP	FREQUENCY	COST in USD
Developer License	License to development environment and resources. Includes a User License.	Development Team + additional members	Annual	\$2,840/pp
CET Commercial Interior License	License to CET from a User perspective for Commercial Interiors.	Sales	Annual	\$1,380/pp
CET Material Handling License	License to CET from a User perspective for Material Handling.	Sales	Annual	\$2,570/pp
CET Kitchen and Bath License	License to CET from a User perspective for Kitchen & Bath.	Sales	Annual	\$1,490/pp
CET Experience	Premier CET event connecting users, developers, and Partners in engaging activities surrounding the platform.	All Team Members	Annual	\$850/pp + travel
Excelerate Meeting - Spring	Strategic networking event surrounding core functionality of the platform and vision of Configura. *Offered in Europe and North America.*	Leadership	Annually	\$100/pp + travel
Customized Training	Training for your team members that do not fit into our standard out-of-the box training.	All team members	As needed	Variable

**PLEASE NOTE:** Prices in this document are estimates to assist your organization in budgeting your CET Investment. These prices are in no way fixed and are subject to change. It is with earnest attempt that Configura will notify Partners of changes as promptly as possible.