



# Navis Lighthouse Customer Program

*Partnering with key customers to accelerate innovation*



The Navis Lighthouse Program is an exclusive engagement opportunity for key customers to partner & engage with our engineering and product development representatives on specific refinement and development of new products.

**Is your organization a good candidate to become a Navis Lighthouse customer?**

- Is your organization or team focused on innovation?
- Is there a key Navis advocate on the team?
- Is your team prepared to commit to a timeline (4 months or 1 year) of product innovation with an associated technology purchase and deployment?

## Mutual Commitment

Commitment is expected of a Lighthouse customer throughout the project timeline in several areas:

### Feedback

Ongoing test/feedback cycle of new builds and UX wireframes. An assigned Navis Project Manager will facilitate monthly or bi-monthly test/feedback calls with key customer contact.

### Sales

Ongoing subscription of the solution once it achieves general availability

### Communication

Attendance at regular feedback calls.

### Reference

Reference of the customer's use of the product to be released. This may also involve a press release to announce the availability of the solution/product/feature, a customer video, or a success story.

## Mutual Benefits

### Trusted Advisor

Become a trusted advisor of Navis, share thoughts and feedback, and be privy to the strategic direction of the project

### Discounted Solution

Develop a solution that is geared to exact problem(s) without the expense of custom engineering

### Direct Contact

Build relationships and communication within the Navis product development organization

### PR Opportunity

Be seen as a cutting-edge company at the forefront of innovation. Navis will promote the partnership publicly

### Featured Expert

Highlight at industry events such as Sales Kickoff, User Group Conferences, and more.