



ALOHA CONNECT

for prospective partners

Aloha

Strong partnerships create loyal, happy clients. Radiant is committed to building relationships with third parties who provide additional capabilities to complement the Aloha solution.

Members of the Aloha Connect development community display synergies to the Aloha offering and extend niche functionality to meet clients' needs. Leveraging language-neutral development tools, Aloha Connect provides a framework to ensure that new systems work alongside existing functionality to add breadth to client's technology and meet specific business needs.

THE ALOHA CONNECT DEVELOPMENT COMMUNITY

The structured Aloha Connect approach to integration provides clients with the confidence of knowing they are working with a member of the Aloha Connect Community.

- Authorized Developers have completed a structured business case and feasibility study to join the Aloha Connect Community. Third party Authorized Developers are licensed to work with specific clients for the development of specific interfaces and functionality.
- Partners have exceeded the requirements of an Authorized Developer and their solutions are considered suitable to extend across multiple clients and/or multiple functionality elements.
- Strategic Partners have achieved the highest level of partnership. Their solution is considered market ready for all clients and is promoted by Radiant Systems.

The Aloha Connect Development Community is comprised of a variety of businesses; each providing a unique solution to meet specific client needs and integrate with the Aloha solution.

- Third party technology providers; providing an approved application that integrates to the Aloha solution in a complimentary fashion, providing additional functionality and enhancing the client's technology solution.
- Authorized Radiant Distributors; Aloha resellers who develop approved interfaces on behalf of their clients to meet a specific business need.
- Interface Agencies and Consultants; focus primarily on developing approved interfaces between two existing applications for third party providers or clients.
- Radiant Customers; implementing an integrated solution at their sites to enhance their overall technology solution.



PATH TO PARTNERSHIP

TO ENSURE SUPPORTABILITY AND A HIGH LEVEL OF CLIENT SATISFACTION, ALOHA CONNECT PROVIDES A STRUCTURED APPROACH TO INTERFACING WITH ALOHA:

BUSINESS CASE

A formal business case provides an appropriate introduction to review the prospective partner's company information.

FEASIBILITY STUDY

Upon successful review of the business case, prospects being pursued for integration through Aloha Connect participate in a feasibility study to determine technical requirements and the best approach for interface creation.

BECOMING AN AUTHORIZED DEVELOPER

Successful completion of the feasibility study provides prospects with the opportunity to join the Aloha Connect Development Community as an Authorized Developer. This is a formal relationship and explicitly defines client and functionality specifications.

ENDORSED PARTNERSHIP

Once an interface solution is determined to be market ready, Aloha Connect Authorized Developers may pursue partnership as an Aloha Connect Partner or Strategic Partner and are entitled to work with a variety of Radiant client with the Aloha solution. Radiant formally acknowledges these relationships, promoting them in an annual publication and may further endorse these partners during the sales cycle.

SOLUTION COMPONENTS

THROUGH ALOHA CONNECT, RADIANT PROVIDES A MEANS FOR UNIFYING CRITICAL BUSINESS SYSTEMS WITH THE SUITE OF ALOHA SOLUTIONS. ALOHA CONNECT IS COMPRISED OF THESE KEY COMPONENTS:

ALOHA CONNECT SOFTWARE DEVELOPER KIT (SDK)

The Aloha Connect SDK provides professional development organizations with a toolkit to successfully create an authorized interface between Aloha and other applications.

- The SDK includes a proven set of integration tools to support development of in-store and above-store applications that interact with Aloha systems
- The SDK includes complete application interface documentation (API), code examples and testing tools

APPLICATION INTERFACE

Enhances POS or Back Office capabilities and technology ownership experience.

- Offers a dynamic bi-directional communication framework for external applications to interface with the Aloha solution promoting efficient data flow throughout the business
- Supports high-value technologies; such as handheld devices, pay-at-table, web ordering, web reservations and other custom client applications

LICENSING

End users using interfaced applications must be appropriately licensed.

- Radiant encourages end users to protect themselves by exclusively leveraging the Aloha Connect development community for their interface needs
- Specific requirements for end user licensing exist. Radiant clients should contact their Radiant Representative. All other requests should be made to the Aloha Connect Team.

For questions about Aloha Connect please contact partnerships@radiantsystems.com or your Radiant Representative



FOR MORE INFORMATION, PLEASE VISIT US AT
WWW.RADIANTSYSTEMS.COM OR CONTACT US AT 877.794.RADS

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