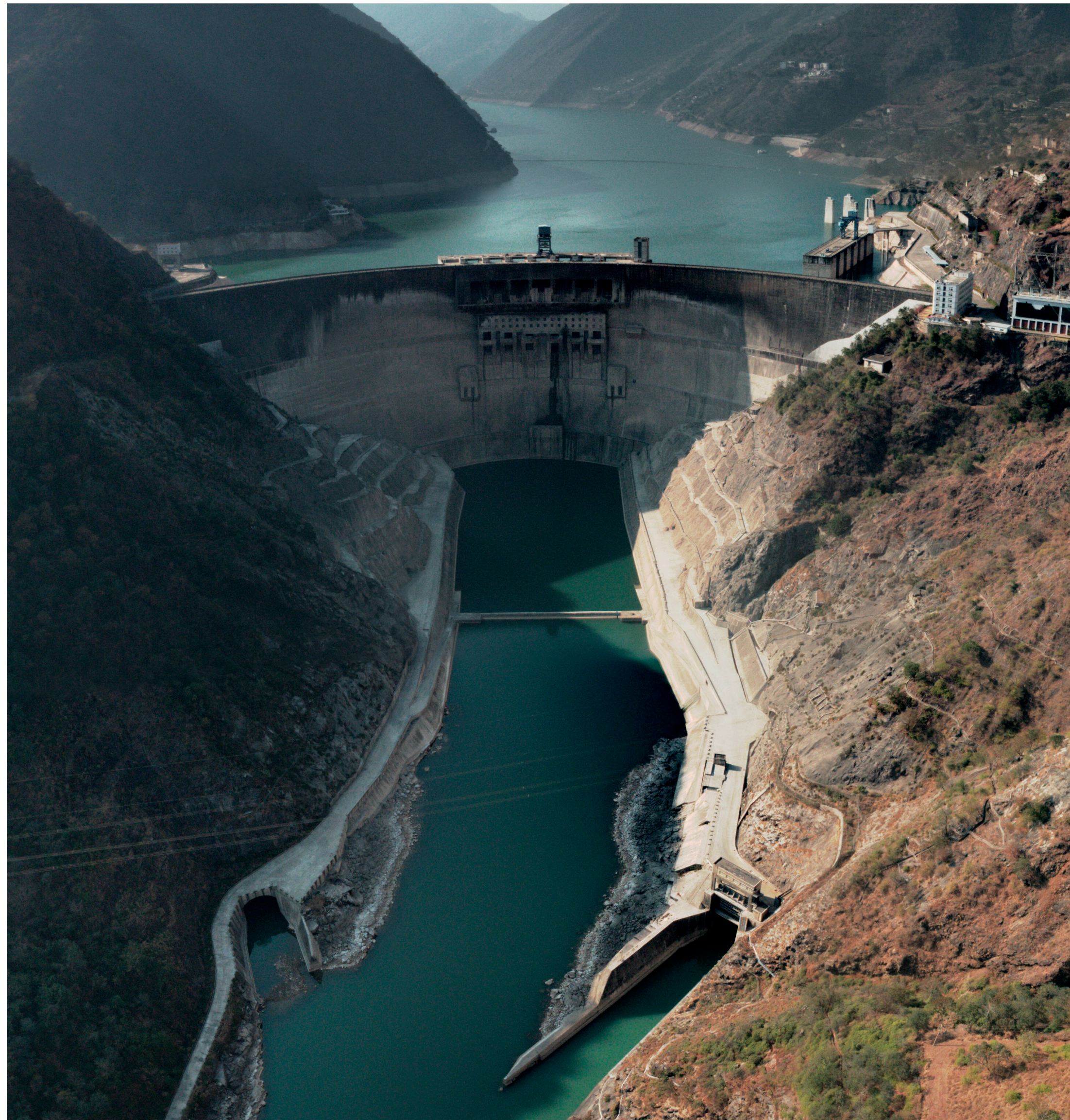




Ecosystem
Catalog

A guide for participants

Bentley®



Contents

Overview

- 3 Foreword
- 4 Bentley Ecosystem Catalog
- 6 Amplify your impact

Value

- 8 Value for partners
- 9 Value for users
- 10 How to join and enlist solutions

Outlook

- 11 Keys to success
- 13 Next steps

Connect

- 14 Contact information

Foreword

In today's dynamic and fast-paced business environment, the ability to showcase, scale, and collaborate on innovative infrastructure solutions is essential. The Bentley Ecosystem Catalog (BEC) was built with this purpose in mind—to connect Bentley users with a wide range of applications, plugins, data, and services developed by trusted partners and key players within the Bentley ecosystem.

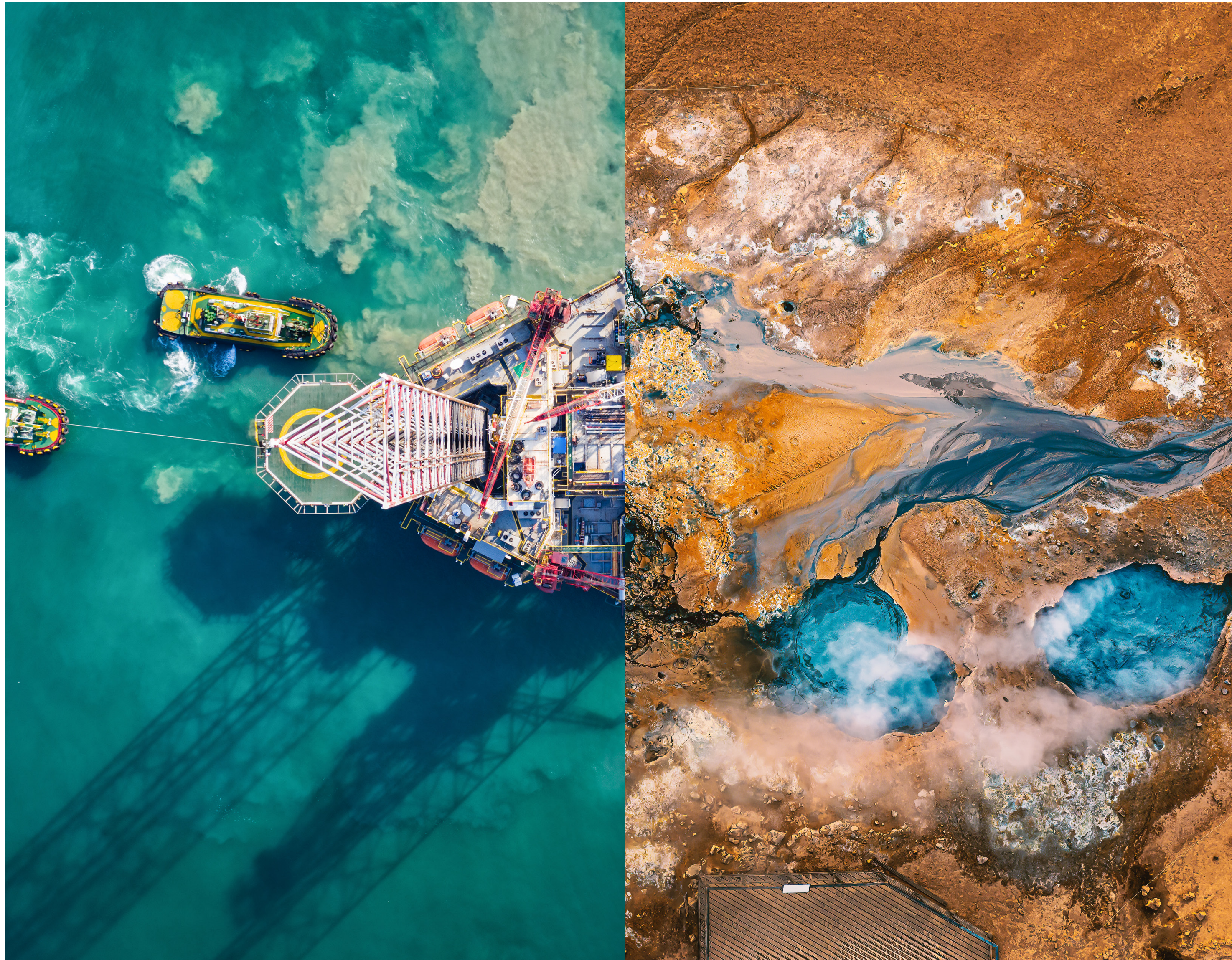
This e-book provides a comprehensive overview of the Bentley Ecosystem Catalog: what it is, how it works, and why it matters. You'll learn how to effectively position your offerings within the catalog, understand the tangible value it brings to your business, and gain a glimpse into the future roadmap of the program.

Whether you're looking to feature your first solution or expand your existing presence, this guide equips you with the knowledge and steps to get the most from your participation. We hope it inspires you to engage more deeply with the Bentley Ecosystem Catalog and unlock new growth opportunities within the Bentley ecosystem.

Tom Kurke

Vice President, Ecosystem and Ventures
Bentley Systems





Bentley Ecosystem Catalog

The Bentley Ecosystem Catalog is a platform that connects Bentley users with solutions from partners and other key players within the Bentley ecosystem.

It serves a clear purpose: to help users find, evaluate and connect with solutions that support their infrastructure projects. Whether someone is looking for a specific application, plugin, data, or service, the catalog simplifies discovery and facilitates direct connections with the innovators behind those solutions.

As a facilitator, Bentley empowers users to tap into a thriving ecosystem of innovation, helping them build smarter, more sustainable infrastructure.

We welcome to the catalog:

Data and data capture

Geospatial content, real-time analytics, historical data, BIM components, and predictive models that seamlessly integrate with Bentley solutions.

Applications and plugins

Applications and cloud services that extend the capabilities of Bentley products and solutions.

Services

A comprehensive range of services—including training, consulting, development, that help users optimize their infrastructure project workflows.



Amplify your impact

Now is the time to amplify the impact of the solutions you've already invested in. Whether you've built on Bentley technology or integrated our solutions into your offerings, your innovations deserve to be seen and used.



By joining the Bentley Ecosystem Catalog, you will:

Maximize your ROI

Put your Bentley-based innovations in front of the right users.

Grow together

Co-innovate and strengthen our partnership.

Improve your go-to-market

Benefit from Bentley's global reach and GTM power.

Solve user demands

Contribute to a connected ecosystem featuring complementary solutions.

We believe in creating impact, together, and in driving the future of digital infrastructure.

Partner ecosystems: a strategic driver of growth and innovation

94%

of executives believe their ecosystem will be key to future growth and resilience

83%

are actively expanding their ecosystems to accelerate growth

75%

view ecosystems as critical for driving innovation and digital transformation

Source: KPMG Survey: Partner Ecosystems Playing a Central Role in Business Growth and Innovation





Value for partners

Exposed to user base

You'll get exposure to Bentley's global user base, built over four decades.

Revenue growth

It's the opportunity to generate leads without relying solely on your marketing. You'll also tap into new market opportunities, in different regions, industries, and accounts. Ultimately, it is about driving revenue growth.

Onboard support

We're here to help you create compelling listings focused on value for users.

Collaborative innovation

You can continue to integrate your solutions, services, or data with Bentley technology and solutions offered by other partners and enhance the value of what you offer through smarter partnerships.

Trusted platform

As the catalog is hosted on Bentley.com, a trusted platform for users around the world your solutions gain added credibility and visibility.

Value for users



The Bentley Ecosystem Catalog was built with one goal in mind: to deliver real value to our users by helping them solve their infrastructure project challenges more effectively.

Comprehensive solution discovery

Users can easily search and evaluate a wide range of solutions, all in one place. It saves them time and effort when they're looking for tools that match their needs.

Trusted recommendations

We know engineers like to buy from engineers and need reliable solutions. We want our users to feel confident they're choosing high-quality solutions without taking unnecessary risks.

Improved workflows

By giving users access to diverse solutions that complement Bentley software, the catalog helps boost productivity.

Enhanced problem-solving

Users get access to multiple options to get the job done.

The success of the catalog is built on the diversity and coverage of solutions offered by you, our participants.

How to join and enlist your solutions

The process to list your offering is simple and fully supported by our team.

Sign up

Once you sign our terms and conditions, you'll get access to the system, along with guidelines to make sure your listing meets our standards.

Submit your solution

This is your chance to create a compelling, clear description of what your solution does and why it matters. Our team will review everything to make sure it's good to go live.

Get published

Your solution gets published and gets exposure to our global user base.

Click "apply today" on our site to tell us more about the solution you would like us to feature in our catalog.

[Get started](#)





Keys to success

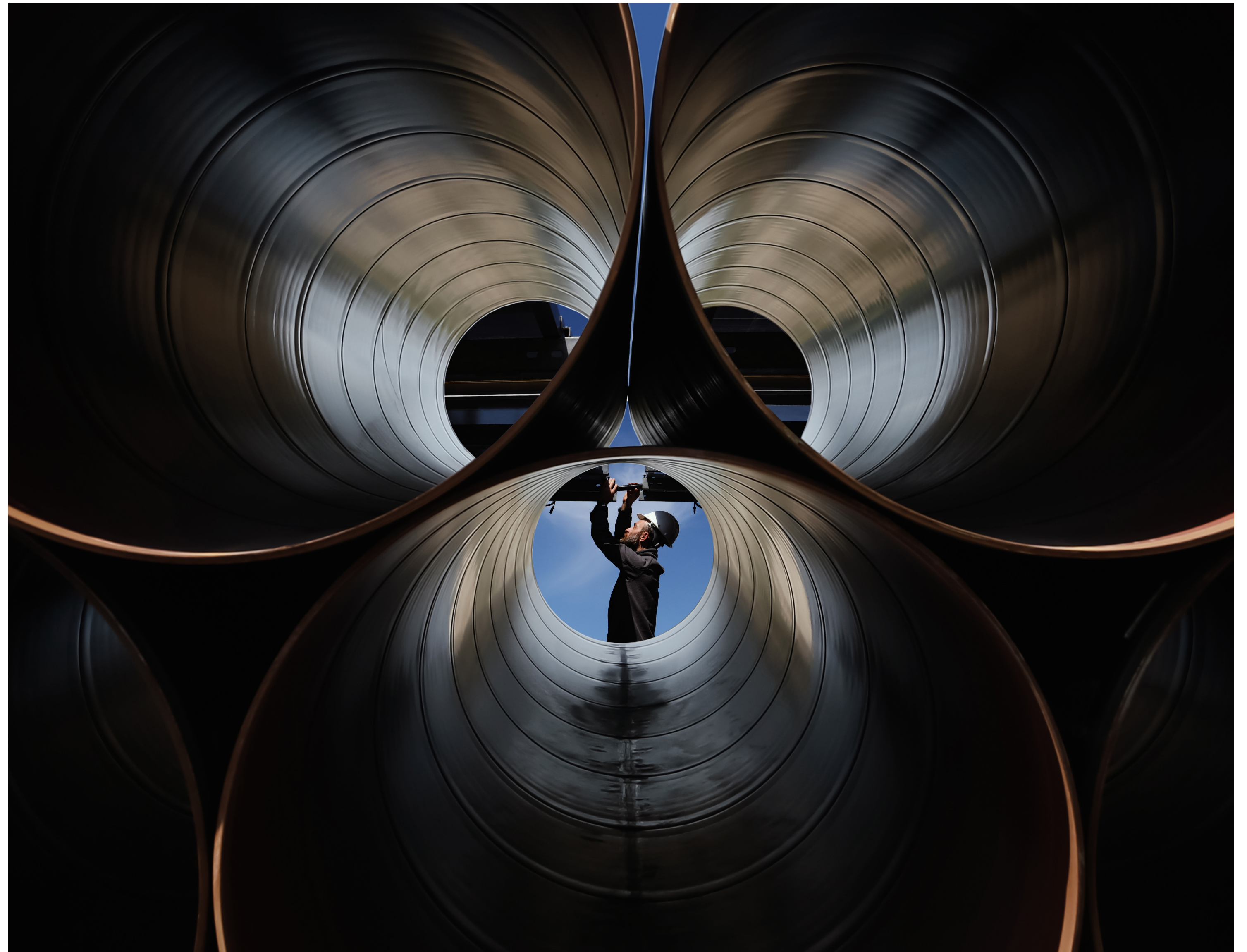
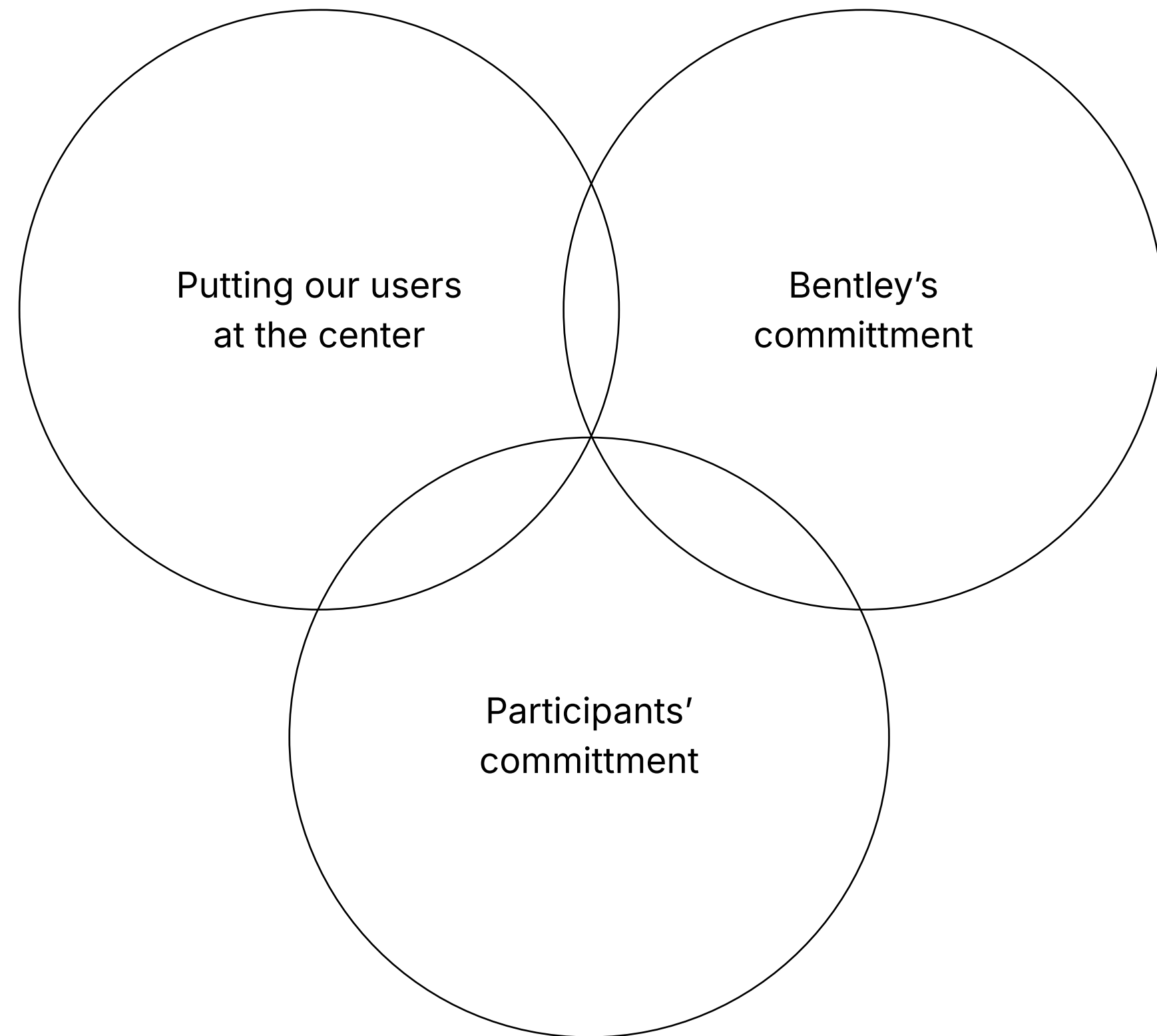
What makes the Bentley Ecosystem Catalog truly successful, and how can we keep achieving that together?

Our most important goal is our focus on the users. Everything we do is centered around helping them solve their infrastructure project challenges. We want to give them access to innovative solutions that make a difference.

For that, **Bentley is committed to make the catalog a success.** We are investing in recruitment, development, and supporting our partners, and plan an ongoing promotional campaigns.

And as mentioned, **you as a catalog participant play a key role.** With high-quality listings, joint promotions, and a fast response to user inquiries, you play a major role for the catalog to deliver value to our users. **This is a shared journey.**

With the catalog, we collaborate to help users with innovation that supports their long-term success.



Next steps

Now is the perfect time to join the Bentley Ecosystem Catalog. This is your opportunity to showcase your innovative offering to Bentley's global user base. It's a chance to increase your visibility, reach new markets, and demonstrate how your offerings complement and enhance Bentley's solutions.

Together, we can drive innovations forward and deliver even more value to users.



Contact information

If you are interested in joining this program, please contact ecosystemcatalog@bentley.com