



DELIVER CLIENT WORKFLOW PROJECTS WITHOUT BUILDING A WORKFLOW ENGINE



The Optimajet partner program for integrators, software houses and ISVs that build on Workflow Engine NEO and Workflow Server.



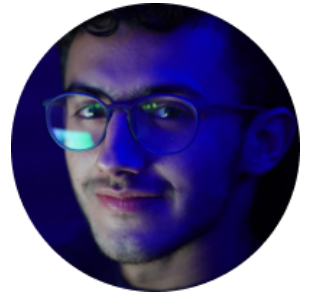
Updated 2 October 2026



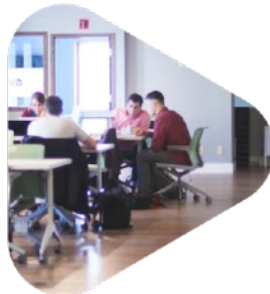
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Founded in 2014, Optimajet has offices in the United States and Hong Kong

We build and support the engine ourselves. Partner engineers talk to the engineers who own the code.



2014



Workflow Engine
in production

22.1.0

current release,
August 2026

4.7 - 4.5

G2 and Trustpilot
review scores



Our customers come from a wide range of industries, including banking, financial and government services, logistics, manufacturing, insurance, consulting and many others



Shipping inside commercial CRM, ERP, document, HR and case management products since 2014.

DELL **BOSCH** **ENGie** **PHILIPS**  **NOVARTIS** **KPMG** **Santos** **Ideagen**

 **CIVIX**

acer


GE Honda Aero Engines

 **n@elnet**

 **ProcessMAP**

 **techlogix**

LKS
Next

WHY INTEGRATORS BUILD ON IT



What changes for your team and your clients when the workflow part comes ready.

1

Win more projects

Approvals, document routing and case management appear in most business apps. A ready engine shortens your estimate for them.

2

Deliver faster

Workflow Designer, timers, versioning, the audit trail and parallel approvals already work. Your team builds the client's logic.

3

Less risk on fixed-price work

The engine has run in production since 2014. Bug and security reports never use a support ticket, and we fix them at our cost.

4

One skill set for every client

Schemes carry over between products and versions. What your team learns on one project, it reuses on the next.

5

Revenue after go-live

Clients keep changing their processes. Many changes become scheme edits instead of releases, so you can sell them as a service.

6

Any client, any infrastructure

Self-hosted and airgapped deployments for banks and government. Workflow Server serves apps in any language over HTTP.

Public prices and no royalties. The license is one fixed line in your proposal, and your client can check it on workflowengine.io/pricing.

YOUR TEAM WRITES ONLY THE BUSINESS LOGIC



Everything in the tiles below is code your team would otherwise write, test and maintain on every client project.

Your code Actions in C# · Rules and permissions · Forms and UI · Calls to the client's systems

Process state
in the client's database

Timers that survive
a restart

Versioning while
processes run

Workflow Designer
for the client's users

Permissions on
every command

Audit trail of
every transition

Parallel approvals
and subprocesses

Several servers,
no double execution

Admin override
for a stuck process



CHOOSE BY WHAT YOU DELIVER



One license covers one application or product. There are no royalties and no per-user fees.

An internal app for a client

[Workflow Engine NEO Business](#)

A perpetual license for apps inside the client's company, with the HTTP API and multitenancy

A public portal or SaaS

[NEO Subscription](#) · [NEO SaaS](#)

One application offered to any number of outside users, yours or your client's

Your own product for many clients

[NEO Enterprise \(OEM\)](#)

The engine ships inside your product, with a white-label Workflow Designer

A workflow service for any stack

[Workflow Server](#)

A Docker service that apps call over HTTP, from one server to a cluster with 100 tenants



WORKFLOW ENGINE NEO

A separate product based on Workflow Engine. It adds a ready HTTP API, multitenancy and forms.

1

A ready HTTP API

Data API and RPC API for web and mobile frontends and for services in any language. No controllers to write around the runtime.

2

Multitenancy

A tenant-aware API with a database or a schema per tenant. Tenants can be registered at runtime.

3

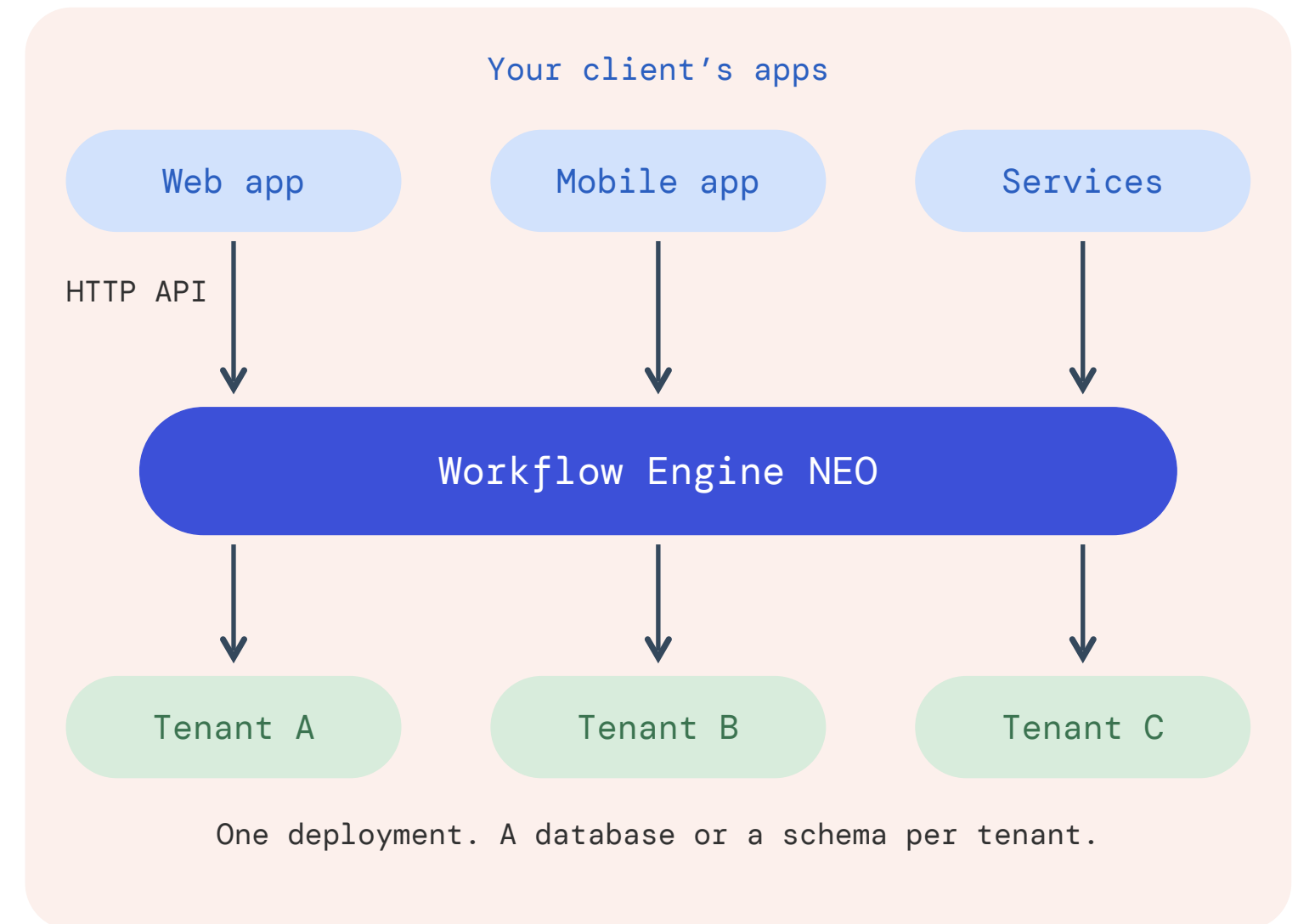
Forms and the designer in your UI

Forms Plugin is included. Workflow Designer runs in React, Angular, JavaScript and Blazor apps.

4

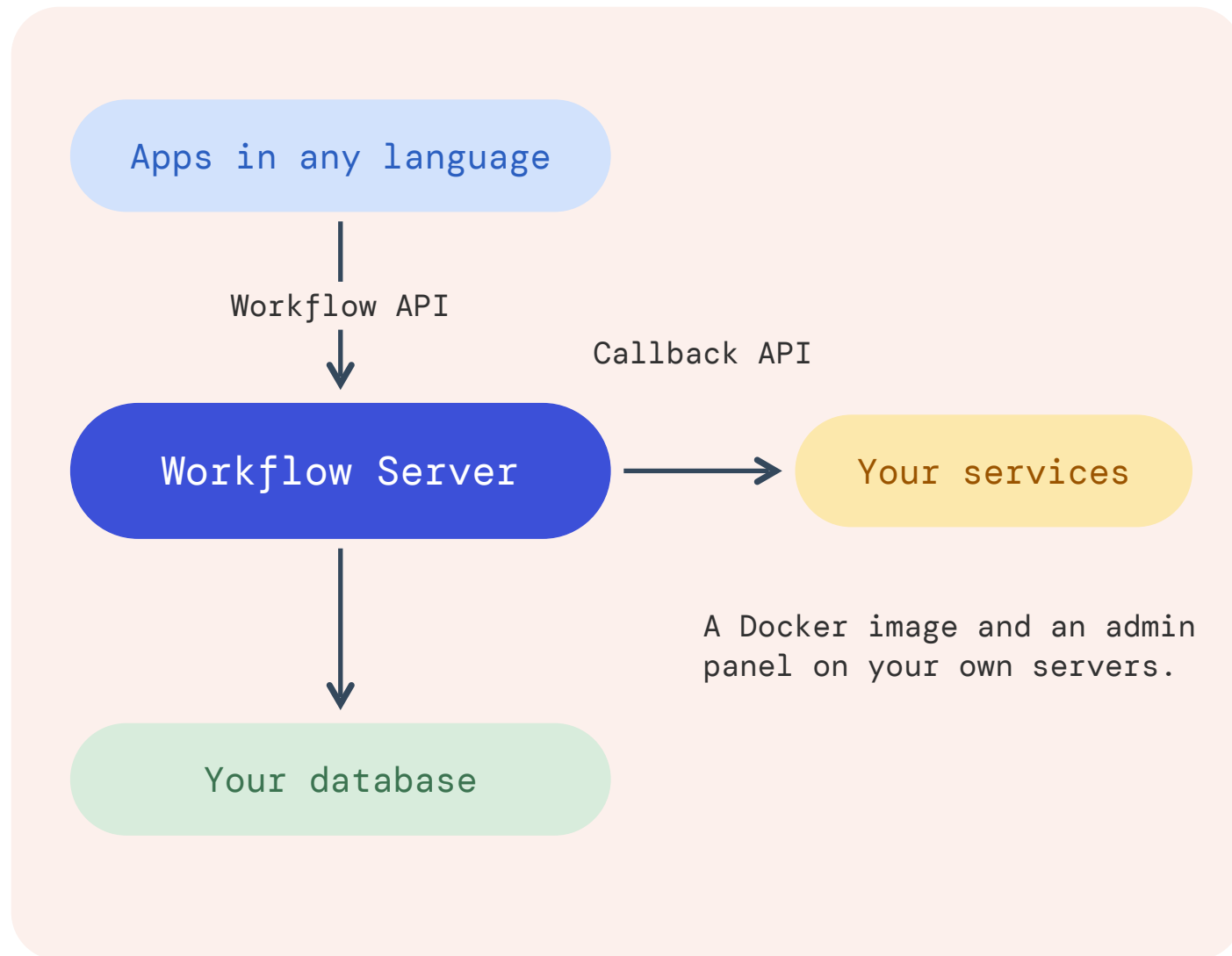
Move up without a rewrite

Register the NEO key and the existing application keeps running. Adopt the API when you plan it.



WORKFLOW SERVER FOR ANY STACK

A separate product with its own license. Apps in any language call it over HTTP.



A Docker image and a database

No .NET project to create. Connect SQL Server, PostgreSQL, MySQL, Oracle or MongoDB.



Your services do the work

Callback API calls your code for actions, conditions and rules.



An admin panel is included

Workflow Designer, users, roles, OpenID Connect, LDAP import, logs and reports.



Move a setup between environments

Developer Mode exports the configuration to a zip archive for the next environment.



Clusters and tenants

Several instances share one database. Business Complete, SaaS and Ultimate include 1, 5 and 100 tenants.

PROOF YOU CAN SHOW CLIENTS

A case study a customer wrote, and a review from an integrator that builds on the engine.

Fawry Lending

CONSUMER AND SMALL BUSINESS LENDING, EGYPT

2 weeks → a few days

A typical workflow change, from request to production

- Workflow Engine NEO runs as a separate workflow service connected to the lending platform
- Customer applications, approvals and restructure requests run on it
- The first build cost about as much as writing the logic by hand. The difference showed in every change after it

Case study by Fawry Lending's team: workflowengine.io/blog



Verified review on G2

"We found it very easy to embed it into our ASP.net core based solution. The documentation was very good and the sample was comprehensive."

Sanjeev Musafir

Partner, Dataview Consulting

Dataview Consulting offers ERP consulting, custom development and managed services, and is one of the integrators listed on optimajet.com/integrators.

THE LICENSE IS THE SMALLER PART

Studies of the largest partner ecosystems show where integrators earn their money.

\$8.45

generated by services partners
for every \$1 of Microsoft revenue

[IDC study for Microsoft, 2024](#)

5.5%

of what partners earn around
Google Cloud comes from resale.
Building software and
integrations brings 24.4%

[Canalys study for Google, January 2025](#)

46.2%

average gross margin on managed
services, against 26.3% on
product resale

[Service Leadership Index, Q2 2024](#)



Spend your hours where the margin is. Workflow Engine NEO and Workflow Server take the workflow plumbing off your estimate, so your team works on implementation, your own solutions and the process changes clients keep asking for.

TWO PARTNER LEVELS

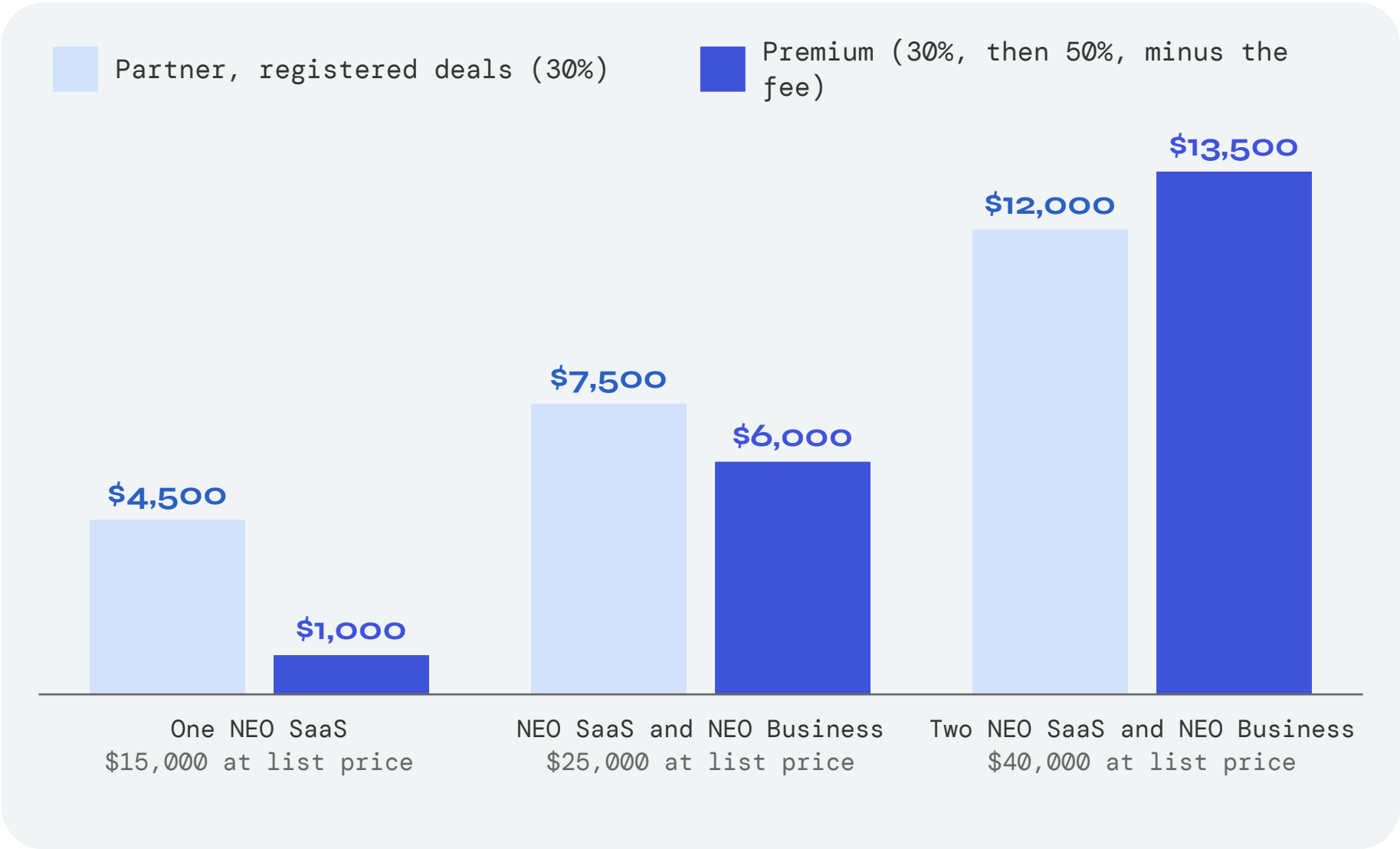
Start free, and move to Premium when your clients buy enough licenses through you. Both levels cover all four editions of Workflow Engine NEO ([Subscription](#), [Business](#), [SaaS](#) and [Enterprise](#)) and every paid edition of [Workflow Server](#).

Partner	Free	Premium Partner	\$3,500 a year
20%	off any Workflow Engine NEO or Workflow Server license you resell	50%	off every Workflow Engine NEO license you buy for clients, from the second one in your membership year
30%	on a deal you register with us before the client buys	20%, 30%	on the first NEO license of that year and on Workflow Server licenses, as at the Partner level
10%	of the first payment when you bring a client who buys from us directly	10%	referral fee and 10% on renewals, the same as at the Partner level
10%	on the update renewals of your clients' licenses		

Workflow Server editions in the program: Subscription, Business, Business Complete, Business SaaS, Business Ultimate and Custom. NEO Enterprise and Workflow Server Custom are quoted per project, and the partner discount comes off the quote.

WHEN PREMIUM PAYS OFF

The first NEO license of the year earns 30%, and 50% starts with the second. Premium pays off once the licenses after the first add up to about \$17,500.



- 1 Partner level**
30% of the list price on every registered deal. No fee.
- 2 Premium level**
30% on the first NEO license of the year, 50% on every one after it, minus \$3,500 once a year.
- 3 Break-even**
\$17,500 of NEO licenses after the first one in the year, at list price. Above it, Premium earns more.

Margins at list prices from workflowengine.io/pricing; the first license in each case is NEO SaaS.

WHAT YOU GET AS A PARTNER



To build and deliver



Development and demo keys

Not-for-resale keys for Workflow Engine NEO and Workflow Server, for 12 months and renewed while you are a partner.



Technical onboarding

A working session on your first project with the engineers who build the engine.



Trial keys for client POCs

30 to 90 days by edition, with free POC support from our engineers.



Materials for your clients

The customer presentation, the price list and published case studies.

To sell and grow



Client introductions

When a client in your region asks for implementation help, we introduce you.



Joint client calls

Our team joins your calls to show the engine and answer licensing questions.



A listing as an integrator

Your company on optimajet.com/integrators, with your services and regions.



Joint case studies

We publish your project with you. Your client gets 10% off a NEO license for the story.



HOW A PARTNER DEAL WORKS

1

Discounts are for your clients' licenses

A partner discount applies to a license issued to your client for a project you deliver. Licenses for your own company or product are at list price.

2

Joining is by application

The program is for companies that deliver projects for clients, such as integrators, software houses and ISVs. We review each application.

3

Register the deal

Tell us about the client before it buys. A registered deal earns 30% instead of 20%.

4

The license is in your client's name

Your client owns the license and its renewals. The partner agreement sets how your team works under it.

5

Or bring the client to us

Not reselling? Introduce the client and we sell. You get 10% of the first payment.

6

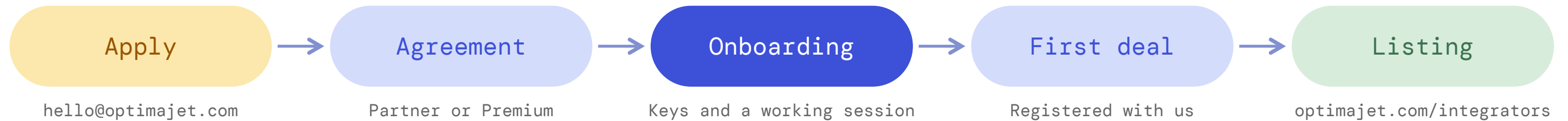
Renewals pay you too

10% of the update renewals of your clients' licenses, every year they renew.

Workflow Server follows the same rules. Its licenses earn 20%, or 30% on a registered deal, at both levels, in every paid edition from Subscription to Custom. Its price list comes with the partner agreement.

HOW TO JOIN

One application and one agreement. The Partner level is free, and we review each application.



Tell us in your first email

- Your company, your regions and your team size
- The stacks you build on: .NET, Java, JavaScript or others
- A client project where workflow is part of the scope
- Who manages the partnership on your side



BECOME A PARTNER



INTEGRATORS WORKING WITH US

They build client solutions on the engine and are listed on optimajet.com/integrators.

**Dataview
Consulting**

Techlogix

FPT Software

DigiNation

Trigent

Cleverbit

ASEE

CSPi

Data#3

Elm Company

MCC Innovations

Nozom Techs

WedoSoftware

Your company next



LET'S PLAN YOUR FIRST PROJECT



Tell us about a client project, and we will
plan the first deal with you.

QUESTIONS?

hello@optimajet.com
workflowengine.io
+1 415-683-1308



 **BECOME A PARTNER**

APPENDIX

Prices of Workflow Engine NEO, the editions of Workflow Server and answers to partner questions.



PRICES OF WORKFLOW ENGINE NEO

List prices from workflowengine.io/pricing. Partners get 20%, 30% or 50% off these.

	NEO Subscription	NEO Business	NEO SaaS	NEO Enterprise
Price	\$8,000 a year	\$10,000	\$15,000	On request
License	Annual	Perpetual	Perpetual	Perpetual
Licensed use	One public web app or SaaS	Internal commercial use	One public web app or SaaS	Public web app, SaaS or OEM
HTTP API	Data API, RPC API	Data API, RPC API	Data API, RPC API	Data API, RPC API
Multitenancy and forms	Included	Included	Included	Included
Designer branding	No Optimajet logo	No Optimajet logo	No Optimajet logo	White-label
Included support	Docs and discussions	2 months	2 months	12 months
Trial key	60 days	60 days	90 days	90 days

Perpetual licenses include 365 days of updates, and renewing them costs 50% of the license price before the period ends. NEO Subscription includes updates while it is active. NEO Enterprise is quoted per project.

WORKFLOW SERVER EDITIONS

A separate product with its own license. Its price list comes with the partner agreement.

	Starter	Subscription	Business	Business Complete	Business SaaS	Business Ultimate	Custom
License	Perpetual	Annual	Perpetual	Perpetual	Perpetual	Perpetual	In the quote
Licensed use	Personal only	Commercial	Commercial	Commercial	Commercial	Commercial	Commercial
Schemes / threads	2 / 1	5 / 4	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Servers	Single	Single	Single	Multi-server	Multi-server	Multi-server	Multi-server
Tenants included	None	None	None	1	5	100	In the quote
Full source code	Not available	Not available	Not available	Not available	Not available	1 year	1 year

Partners earn 20%, or 30% on a registered deal, on every edition from Subscription to Custom. Starter is for personal use only.

PARTNER FAQ

What does it cost to join?

The Partner level is free. Premium Partner costs \$3,500 a year and takes 50% off every NEO license for clients from the second one in the year.

Who owns the license in a client project?

Each license is issued in the client's name. The partner agreement sets how your team works under it.

Can we host one platform for several clients?

Yes, on NEO Subscription or NEO SaaS, which cover one application for any number of outside users.

We install our product at each client.

That is OEM, a right of NEO Enterprise, quoted for your product at list terms rather than a partner discount.

Does Premium cover Workflow Server?

No, Premium covers Workflow Engine NEO. Workflow Server licenses earn 20%, or 30% on a registered deal, at both levels, from Subscription to Custom.

Can we buy a license for our own company?

Not at a partner discount. Partner discounts apply only to licenses issued to your clients for projects you deliver.

