Partner Program

Engage

Our partners are an extension of our sales team.

Better Together

Empower

We enable our partners with the tools they need to quickly identify an opportunity and engage in the sales cycle.

Excel

Success is just one good deal and a good sales cycle. Rinse. Repeat.

Expand

Working together to broaden and continue the "constant conversation" on existing and new focus areas.

Your Success is Our Primary Goal

The Progress Accelerate Partner Program is designed to enable, reward and support you based on your specific business model and investment in Progress and its technologies.

Participation in the Progress Accelerate Partner Program makes your company more visible to the Progress sales organization which can result in a higher level of collaborative selling.

"Progress Accelerate helps our partners develop successful businesses around and with Progress technologies. Partners are an invaluable extension of our sales team, and we are committed to providing them with the tools, programs and resources they need to thrive and compete."

Alan Komet
VP, Sales Operations

At any partnership level, Progress Accelerate prepares our Partners to succeed with

✓ **Marketing Tools & Programs**
Co-branded email templates, campaigns-in-a-box, and support materials are available to help Partners execute targeted campaigns.

✓ **Sales Account Management**
Our sales team is available to ensure that all technical sales and business-related questions are answered quickly and efficiently.

✓ **Training & Enablement**
We offer free-of-charge online marketing, sales, pre-sales and technical training programs across the entire product portfolio.

✓ **Incentive Programs**
We offer attractive margins, deal registration, and access to NFR licenses.

✓ **Partner Specialties**
Specialties help partners stand out in the market and make it easy for the right customers to find them.

Program Benefits

Program Benefits	Partner Tier			Distributors
	Titanium	Gold	Silver	Distributors
Incentive Programs				
Deal Registration Incentives	●	●	●	●
Referral Incentives (subject to execution of a referral partner agreement/schedule)	●	●	●	●
Market Development Funds (potential eligibility)	●	●	●	●
Partner Advisory and Technical Advisory Boards - by invitation	●			●
Internal Use License with Tech Support	●			●
Internal Use License without Tech Support		●	●	
Not for Resale (NFR) License with Tech Support	●			●
Not for Resale (NFR) License without Tech Support		●	●	
OE Developers Kit (OEDK) – based on contract type	●	●	●	●
Training and Enablement				
Access to Online Learning Resources – Technical, Sales and Marketing	●	●	●	●
Access to Hosted Demo Platforms (e.g. Consensus) –select products	●	●	subject to approval	●
Access to hosted video libraries for sales – select products	●	●	subject to approval	●
Access to Proposal Management Software (e.g. RFPIO) – select products	●	●	subject to approval	●
Partner Portal Access	●	●	●	●
Partner Newsletter	●	●	●	●
Account Management				
Dedicated Partner Account Manager	●			●
Access to Partner Marketing Manager	●	●		●
Joint Business and Marketing Planning	●	●	●	●
Assigned Customer Success Manager	●			●

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Program Benefits

Program Benefits	Partner Tier			Distributors
	Titanium	Gold	Silver	Distributors
Marketing Support				
Listing on the Progress Partner Locator	●	●	●	●
Marketing Leads Distribution	●			●
Access to Online Lead Generation Campaigns & Assets	●	●	●	●
Inside Sales Call Campaign Assistance	●			
Co-Branded Marketing Collateral	●	●		●
Partner Conference Support	●	●	●	●
Eligibility to Attend/Sponsor Progress Conferences	●	●	●	●
Customer Reference Program/ Customer Success Story Support	●	●	●	●
Partner badges & partner certificates	●	●	●	●
Letter of authorization	●	●	●	●
Partner Specialties	●	●	●	●

Benefits are performance based, dependent on multiple factors of eligibility, and achieved by completing both global tier requirements and regional tier requirements.

Are you ready to become a Progress Partner and join a network defined by mutual commitment, innovation and excellence? Take the next step:

→ **Fill out** the Become a Partner form at https://www.progress.com/partners/become-a-partner to state your interest.

About Progress

Progress (NASDAQ: PRGS) provides the leading products to develop, deploy and manage high-impact business applications. Our comprehensive product stack is designed to make technology teams more productive and enable organizations to accelerate the creation and delivery of strategic business applications, automate the process by which apps are configured, deployed and scaled, and make critical data and content more accessible and secure—leading to competitive differentiation and business success. Learn about Progress at www.progress.com or +1-800-477-6473.

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