


# Progress® Accelerate Partner Program

## Your Success is Our Primary Goal

Why partner with Progress? Partnering is in our DNA. Our Partners' success is our own path to growth, which makes them our #1 priority. We have a dedicated global partner operations team focused 100% on supporting all of our Partners with tools and resources to help them grow, compete and win.



**"Progress Accelerate is a true "partnering" program designed to continuously support and empower our Partners on their journey to growth. Our global team of professionals is laser focused on giving Partners the tools, programs and resources they need to delight customers and thrive in competitive markets."**

John Yang, Vice President of APJ, Progress



### Engage

Our partners are an extension of our sales team.

### Empower

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

### Expand

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

### Excel

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

## Progress Accelerate Tiers

The **Progress Accelerate Partner Program** simplifies the partnering experience by offering a single program with a single set of benefits so Partners can accelerate their growth within the Program. Progress Accelerate consists of three distinct tiers based on performance level: **Titanium**, **Gold** and **Silver**.

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



### Training and Enablement

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



### Marketing Tools and Programs

Co-branded email templates, campaigns-in-a-box and support materials are available to help Partners execute targeted campaigns.



### Incentive Programs

We offer attractive margins, deal registration, and access to NFR licenses.



### Sales Account Management

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

## Progress Partner Program Benefits

Incentive Programs	Program Tiers		
	TITANIUM	GOLD	SILVER
Deal Registration	●	●	●
Rebates	●	●	●
Referral Incentives	●	●	●
Proposal-based Marketing Funds (potential eligibility)	●	●	
Partner Advisory and Technical Advisory Boards (by invitation)	●		
Production Software for Your Own Use	●	●	●
NFR License	●	●	●
<b>Training and Enablement</b>			
Access to Online Learning Management Curriculum Technical, Sales and Marketing	●	●	●
Technical and Sales Certifications	●	●	●
Sales and Marketing Toolkits	●	●	●
<b>Account Management Resources</b>			
Dedicated Partner Account Manager	●		
Technical and Pre-Sales Support	●	●	●
Access to Partner Account Manager, Technical and Pre-Sales Support	●	●	●
Access to Partner Marketing	●	●	●
Joint Business and Marketing Planning	●	●	●
Assigned Customer Success Manager	●		
<b>Partner Portal and Progress.com Website</b>			
Logo and Description on Progress.com	●	●	
Partner Portal Access	●	●	●
Access to Sales Tools, Demonstrations, Presentations, White Papers, Videos and Data Sheets	●	●	●
Listed in Partner Locator	●	●	●
<b>Marketing Resources</b>			
Marketing Leads Distribution	●		
Access to the Marketing Campaigns-in-a-Box and Tools	●	●	●
Co-Branded Marketing Activities and Assets	●	●	
Partner Conference Support	●	●	●
Eligible to Attend and Sponsor ProgressNEXT Partner and User Conference	●	●	●
MVP Program and Awards Program: Evangelists – Advocates (Speaker) – MVP (Technical)	●		
Customer Reference Program: Customer Success Story Support	●	●	●

\*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 and visit [progress.com/partners](https://progress.com/partners) to join the **Progress Accelerate Partner Program**.