# Progress Accelerate PARTNER PROGRAM

## **Partner Program**



### 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.



"At Progress, our partners are core to our success. We have developed a robust, yet simple-to-engage, partner program to meet the unique and diverse needs of partners of all sizes and business models. We realize that a true partnership is all about value and trust, so we keep the conversation going and listen to our partners' needs."

Nicholas Ellis SVP, Emerging Markets & Field 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

Sales Account Management

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

execute targeted campaigns.

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 discounts, deal registration incentives and access to Not-For-Resale (NFR) licenses.

Recognition

We highlight our partners' knowledge and skills, and help them stand out on our website to make it easy for the right customers to find them.

Program Benefits	Partner	Premium Partner
Incentive Programs		
Product Discounts	•	•
Deal Registration Incentives	•	•
Not-For-Resale (NFR) Licenses	no support included	support included
Training and Enablement		
Access to Online Training and Accreditation Resources - Sales and Technical Roles	•	•
Partner Portal Access	•	•
Progress Partner Newsletter Subscription	•	•
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	•
Account Management		
Assigned Partner Account Manager & Access to Marketing Manager		•
Joint Business and Marketing Planning		•
Partner Advisory and Technical Advisory Board participation - by invitation		•
Achievement Badges	•	•
Marketing Support		
Welcome Kit and Partner Badge	•	•
Letter of Authorization & Partner Certificate eligibility - upon request	•	•
Access to Lead Generation Campaigns & Co-Branded Marketing Collateral	•	•



Customer Success Story Support	•	•
Listing on the Progress Partner Locator	•	•
Market Development Funds (potential eligibility)		•
Marketing Leads Distribution		•

Benefits are performance-based, dependent on multiple factors of eligibility, and achieved by completing the program 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**

Dedicated to propelling business forward in a technology-driven world, <u>Progress</u> (NASDAQ: PRGS) helps businesses drive faster cycles of innovation, fuel momentum and accelerate their path to success. As the trusted provider of the best products to develop, deploy and manage high-impact applications, Progress enables customers to build the applications and experiences they need, deploy where and how they want and manage it all safely and securely. Hundreds of thousands of enterprises, including 1,700 software companies and 3.5 million developers, depend on Progress to achieve their goals—with confidence. Learn more at <a href="https://www.progress.com">www.progress.com</a>

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