Progress®

Distributor
Partner Specialty Guide

Partner specialties represent a new dimension of the Progress Accelerate Partner Program. This shift enables partners to further differentiate their business independently of the three distinct partner levels: Titanium, Gold and Silver.

Specialties help partners stand out in the market. By showcasing their product expertise and capabilities in the pre-set focus areas, partners can speed up the search process and make it easy for the right customers to find them.

The Distributor partner specialty targets Progress Accelerate partners on active Distributor contracts that do not sell directly to end-users.

Getting Started

Start by reviewing the requirements list. You may find out you need to do some work to qualify. If you have any questions throughout the process, please reach out to us at partnerops@progress.com.

When you meet all listed requirements, submit your application via your Progress partner portal.

Applications are accepted at any point in time. All earned partner specialties are good for one year and are reevaluated annually.

Requirements:

- Sales Certifications: 2
- Technical Sales Certifications: 2
- Technical Certifications (for all offering Level 1 Support): 2
- Active promotion of the Progress partnership on partner website
- Dedicated Relationship Manager
- Active Distributor contract
- Must not sell directly to an end user

Benefits:

✓ Badge in partner locator
✓ Specialty partner medallion
✓ Prioritized ranking in searches in locator
✓ NFR License with Support
✓ Attend exclusive events
✓ Qualify for marketing funds (MDF or Co-op)
✓ Option for funded head

What's in It for You?

Partner specialties unlock richer benefits for the partner, including prioritized ranking in Partner Locator searches, access to exclusive events, a special partner badge, access to tech support and more.

If you have any questions about the outlined benefits, please don't hesitate to reach out to us at partnerops@progress.com.

→ If you're interested in learning more about the available partner specialties within the Progress Accelerate Partner Program, **please visit the official partner specialties page.**

About Progress

Progress 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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