

ISV

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 ISV partner specialty is targeted at ISVs that build our products into their own solutions.

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:

- Technical Certifications: 3
- Using Progress's technology in a larger solution to an end customer – sold directly or indirectly
- Customer References: 5
- Partner-published Case Studies: 2
- Partner must be actively promoting their Progress application/services on their website
- Active AP/ISV/SPLA/OE OEM contract

Benefits:

- ✓ Badge in partner locator
- ✓ Specialty partner medallion
- ✓ Prioritized ranking in searches in locator
- ✓ Prioritized for leads in their region and vertical
- ✓ An extra OEDK seat - 1 seat, Premier Edition
- ✓ Attend exclusive events and participate in roadmap planning

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.



Explore All Specialties

Learn more about all available partner specialties.







Apply Now

Partners only. Access to PartnerLink partner portal is required.

About Progress

Dedicated to propelling business forward in a technology-driven world, Progress (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 develop 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 www.progress.com

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