



PARTNER PROGRAMME BENEFITS

*Covering all type of certifications: Mapp Engage Certified, Mapp Intelligence Certified, Mapp Cloud Certified

**The certification fee includes an initial pack of hours. All Certified partners are entitled to a discount when purchasing extra packs of support hours.

***Certified partners get access to discounts when certifying new members of their team.

**** Passing the Mapp certification exams is a compulsory requirement to become a certified partner.

	BUSINESS PARTNER	CERTIFIED PARTNERS*
BENEFITS		
Access to the partner portal	●	●
Access to Mapp Academy	●	●
Access to sales training	●	●
Partner directory listing	●	Featured
Access to the partner management team	●	●
Referral fee	Base (%)	Higher (%)
Multiyear referral fee	●	●
Use of Mapp logo & partner badge	Mapp logo	●
Technical support		●
Access to leads		●
MDF budget		●
Co-marketing activities		●
Named Partner Manager & Enablement Representative		●
Tracked demo link		●
Professional services packages discount**		●
Certification programme discount***		●
Mapp Cloud product discount		●
PARTNERSHIP REQUIREMENTS		
Sign the Partner Programme agreement	●	●
Mapp Certifications required****		●
Partner joint business plan		●
Attend product sales & Technical updates		●
Minimum annual partner attribution ACV		\$50k