

Partnership Program

Partners are a key part of eXo's success, and play a critical role in many of our customer's deployments. We strive to maintain a close relationship with each of our partners, to ensure that eXo customers receive the highest level of professional services. With extensive training, certification and partner enablement tools from eXo, our partners are equipped to handle any customer requirement. Many major companies and government administrations rely on eXo Partners for building proof-of-concepts, developing, customizing, deploying and servicing their eXo Platform projects. We also provides subscription discounts and sales enablement assistance so our partners can respond to local demand for eXo Platform subscriptions.

eXo Partner Program - Benefits & Requirements	Authorized	Premier	Silver	Gold
Development Support				
Access to entire eXo Software portfolio for internal evaluation, testing, and demo only				
Support contact names	-	-	3	5
Support Services	-	-	15 Cases	30 Cases
Support SLA	-	-	2 business days	1 business day
Training & Certification				
Included Training & Certification courses with Partner Program (number of seats incl.)				
eXo Level 1 - Fundamentals (via Webinar)	addtl. cost	2	4	8
eXo Level 2 - Developer (onsite)	addtl. cost	addtl. cost	4	8
eXo Level 3 - Admin (onsite)	addtl. cost	addtl. cost	2	4
Discount on additional eXo Training & Certification courses				
Marketing Benefits				
Partner's logo and description on eXo website				
Use of eXo Logo on Partner's website and marketing materials				
Co-Exhibiting & Sponsorship Opportunities	-			
Featured Partner in eXo newsletter	-			
Joint Press Release	-			
Joint Webinar	-	-		
Early products and roadmap review with eXo	-	-	-	
Sales Benefits				
Enterprise Subscription Reselling discount				
Pre-sales technical support from eXo	Opportunity based			
Partner Sales Training(Webinar)	-			
Mutual referral lead program	-			
Joint forecast review	-	Quarterly	Monthly	Weekly

Partner Requirements

Agree and respect eXo Partner Program contract terms and conditions

Provide level 1 support

-

-

Keep a minimum number of trained & eXo-certified resources

-

-

2

4

Complete and pass yearly on-line certification test

-

-

Learn More about the eXo Partner Program

[Contact us](#) to learn more about the eXo Partner Program, and find the right program level for your organization.