

The Micro Focus Partner Program Premier Partner Benefits

Rewarding our key partners

Premier partners form the top 10% of Micro Focus' partner ecosystem. Our success depends on yours. Premier Partner benefits are designed to significantly increase the level of enablement and support available to you together with high value profitability programs to reward your commitment to Micro Focus.



Profitability programs

- Deal registration rebate – improve your margin with a simplified process/system and a relationship you can trust.
- MDF program – true demand generation activities that create quality pipeline and accelerate sales cycles.



Sales and marketing

- An assigned Account Manager to work with you to deliver a joint business plan and support deals by bringing in specialists as necessary.
- Program marks to highlight your Premier Partner status and your details listed on our Partner locator.

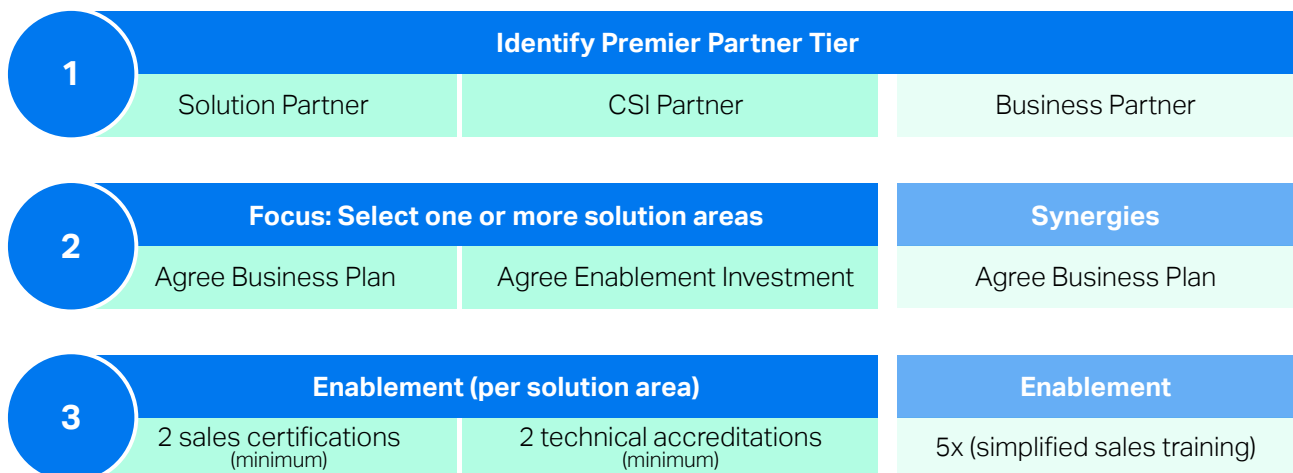


Technical enablement and support

- Service request entitlements provide you with direct access to Micro Focus technical support.
- Free-of-charge instructor led advanced sales and technical training to build competence and ensure customer success.

Three steps to Premier Partner benefits

Premier Partners typically specialize by Solution Area. Work with your regional partner executive to develop a business plan that suits your business:



Build competence by solution area

Sales and Technical competence is the bedrock to customer success. A wealth of sales and technical training is available on-demand via the Partner Portal. Additionally premier partners can gain access to advanced instructor led training sessions or join technical partner academies. Once you're confident validate your learning with online sales and technical examinations.

	Territory	Solution area competences	No. of sales certified staff	No. of technical accreditations
Business Partner	Regional	All solution areas	5 (Simplified Cross-Product Training)	Not applicable
Solution Partner	Regional	1 or more solution areas	2 per solution area*	2 per solution area*
Consulting and SI Partner	Regional or Global	1 or more solution areas	2 per solution area* (minimum)	2 per solution area* (minimum)

* Per solution area (these can be the same two people)

Improve Profitability with Deal Registration and MDF

Deal Registration and Market Development Funds (MDF) are key benefits that are provided exclusively to Premier Partners. Deal Registration is designed to protect new business opportunities and increase margin with significant rebates, while MDF enables you to run demand gen marketing campaigns co-funded by Micro Focus.

Benefit	Business Partner	Solution Partner	CSI Partner
Deal registration rebate (LFR/IMFR)	5%	10%	10%
Deal registration rebate Special Incentive Products (LFR/IMFR)	10% 2x	20% 2x	20% 2x
Deal registration rebate Influence	Excluded	3%	3%
MDF	Custom	Co-Invest 50:50	Custom

Take advantage of our Premier Partner benefits.

Contact your Micro Focus regional partner executive and join now.