

**opentext™**

# **OpenText Partner Program for Micro Focus Products**

For Resellers

# Partner Program Benefits

Sales	Authorized	Gold	Platinum
Sales and GTM collateral	✓	✓	✓
Partner discount through distribution/contractual	✓	✓	✓
Sales support	✓	✓	✓
Self-serve access to create quotes and place orders	✓	✓	✓
Access to enablement and demonstration licenses	✓	✓	✓
Pre-sales support (technical support cases per specialization)		50 Cases	100 Cases
Joint GTM planning		✓	✓ ✓
Qualified leads		✓	✓ ✓
Deal Registration Tier Discount		✓	✓ ✓
Deal Registration Sourced Discount	✓	✓ ✓	✓ ✓
Referral Rebates		✓	✓ ✓
<b>Marketing</b>			
Partner Program Insignias	✓	✓	✓
Portfolio Expert Insignias		✓	✓
Co-branded partner marketing tools/co-marketing services		✓	✓
Market Development Funds eligibility		✓	✓ ✓
<b>Enablement</b>			
Sales and pre-sales technical training (on-demand)	✓	✓	✓
Sales and pre-sales technical certifications exams	✓	✓	✓
Public training from the Learning Services organization for Micro Focus products		25% discount	25% discount
Private training from the Learning Services organization for Micro Focus products		20% discount	20% discount

Benefits may vary by region or customer segment. Transactions using Third Party Digital Marketplaces may be excluded from some benefits.