



# Partner Program for Resellers



# Partner Program Benefits

Sales	Authorized	Gold	Platinum
Micro Focus Partner Portal Sales & GTM collateral	✓	✓	✓
Partner Discount through distribution/contractual	✓	✓	✓
Sales support	✓	✓	✓
Self serve access to create quotes and place orders	✓	✓	✓
Deal Registration Sourced Benefit	✓	✓	✓
Access to Enablement & Demonstration Licenses	✓	✓	✓
Pre-sales support (50 service requests per Specialization)		✓	✓
Joint GTM planning		✓	✓ ✓
Qualified leads		✓	✓ ✓
Deal Registration Tier Benefit		✓	✓ ✓
Referral Rebates		✓	✓ ✓
<b>Marketing</b>			
Partner Program marks and Portfolio Expert badges		✓	✓
Co-branded partner marketing tools/co-marketing services		✓	✓
MDF: Market Development Funds eligibility		✓	✓ ✓
<b>Enablement</b>			
Sales and Pre-sales technical training (on-demand)	✓	✓	✓
Sales and Pre-sales technical certifications exams	✓	✓	✓
Advanced technical training (digital learning) from Micro Focus Education		✓	✓
Advanced technical certifications from Micro Focus Education		✓	✓
Public advanced technical training (VILT/ILT) from Micro Focus Education	At a 10% discount	At a 30% discount	At a 50% discount

Benefits may vary by Region