

Partner Program for Resellers



Partner Program Benefits

Sales	Authorized	Gold	Platinum
Micro Focus Partner Portal Sales & GTM collateral	✓	✓	✓
Partner Discount through distribution/contractual	✓	✓	✓
Internal use software licenses (demo and training purposes only)	✓	✓	✓
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		✓	✓ ✓
Marketing			
Partner Program marks and Portfolio Expert badges		✓	✓
Co-branded partner marketing tools/co-marketing services		✓	✓
MDF: Market Development Funds eligibility		✓	✓ ✓
Enablement			
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