

# Program Guide



## Grow Your Business with the Power of AI

The Digitate Elevate Partner Program is designed to help you get on-boarded quickly and enabled with the tools and knowledge needed to engage potential customers and address their important IT and business challenges.

Digitate partners play an integral role in our go-to-market strategy and overall success, and we are fully committed to helping you accelerate your customers' transition to becoming autonomous enterprises.

## Why Partner with Digitate?

### Company

Businesses come and go. You need a vendor that is financially strong, stable, has a great reputation and most importantly, puts partners first. Digitate checks all the boxes. Ask us about our history, customers, and our countless industry awards. In a market with a CAGR of 35%, it's critical to partner with the right company.

### Product

Product quality and business results are key. Our ignio™ family of products is second to none when it comes to providing state of the art, AI/ML based solutions to create true autonomous enterprises. Our patents differentiate us in many ways, and ROI is easy and quick to calculate, making it easy to justify, which accelerates sales cycles.

### Program

Whether you're a VAR, Systems Integrator, MSP or a Technology Partner, our program provides everything you need to succeed! It was designed from the ground up with partner value in mind, with great margins, recurring revenue streams, lead registration, marketing assistance, training and more. Our channel team understands what's important to you, and is ready to get started!

## Partner Levels

### Certified:

Newer partners establishing a track record of performance with Digitate. Everything Partners need to build their Digitate business is provided.

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### Premier:

Partners that have established a track record of performance with Digitate and have made elevated revenue and investment commitments.

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### Elite

Strategic partners that have established a significant track record of market performance and have made substantial revenue, resource and investment commitments to Digitate solutions.

## Supporting Your Growth



### Learn

Build skills quickly with our accreditation program (self-paced WBT and ILT training)



### Market

Turnkey campaigns to execute successful go-to-market and sales motions



### Sell

Sustained profitability with recurring margins for the entirety of the customer engagement

## Program Benefits & Requirements

Benefits	Certified	Premier	Elite
Partner Portal Access	✓	✓	✓
Deal Registration Protection	✓	✓	✓
Promotions and Sales Incentives	✓	✓	✓
Not-for-Resale (NFR) Demo/Eval Software	✓	✓	✓
Pre-Sales Support	✓	✓	✓
Sales and Technical Training	✓	✓	✓
Internal Use Production License Discount	✓	✓	✓
Assigned Account Manager	✓	✓	✓
Marketing and Sales Toolkits	✓	✓	✓
Partner Locator	✓	✓	✓
Business Planning		✓	✓
Co-Marketing Funds		✓	✓
Lead Sharing		✓	✓
Advanced Product Roadmap Review			✓
Partner Advisory Council Membership			✓
Requirements	Certified	Premier	Elite
Annual Partner Sourced Software Bookings	\$100K	\$500K	\$1M
Accredited Sales Staff	1	2	5
Accredited Technical Staff	1	2	5
Accredited Implementation Services Staff	N/A	2	5



### Join the Digitate Elevate Partner Program

Complete the application at [partners.digitate.com](https://partners.digitate.com) or email us at [partner.sales@digitate.com](mailto:partner.sales@digitate.com)