

Ascend Partner Program

FUJI

DENALI

EVEREST

ONBOARDING AND ENABLEMENT

Partner Portal Access			
Online or onsite sales, support and admin training			
Access to Partner Advisory Board		By Invitation	By Invitation

SALES SUPPORT

Annual Revenue	0	\$150,000	\$350,000
Sales and pre-sales support			
Base Discount	5%	10%	20%
Approved Deal Registration Discount	5%	10%	10%
Not for resale additional Remotely POV/DEMO Internal Use			
Number of approved deal registrations		12	24

TRAINING

Partner Toolkit			
Partner Certification: Sales		Min. 2 Required	Min. 4 Required
Partner Certification: Technical		Min. 1 Required	Min. 2 Required
White glove installation and onboarding			

DEMAND GENERATION

Promotional use of partner logo			
Co-branded sales and marketing materials			
Case study collaboration			
Joint marketing fund		Available	Available
Listing in partner directory			

