



## There's never been a better time to be a Jitterbit partner.

Our newly enhanced Jitterbit Partner Program is designed to maximize profitability and minimize complexity — all while providing the support, resources and expertise you need to go to market more successfully.

System integrators, ISVs and channel partners can choose their path to successful partnership:

**Resell:** Provide completed solutions to customers and lead the sales relationship.

**Referral:** Provide completed solutions to customers and leave the sales relationship to us.

In addition to stronger collaboration and greater mutual success, the Jitterbit Partner Program offers a more streamlined and valuable partner experience — one that benefits:

### Your Brand

With a Jitterbit partnership, you'll enjoy the reputation boost that comes with delivering cutting-edge AI agents, next-level low-code innovation, and true end-to-end automation.

### Your Business

Unlock attractive margins and capitalize on AI-driven services by leveraging a true co-sell model that delivers standout integration solutions.

### Your Customer Relationships

Combined with our industry-leading services and support, Harmony cuts deployment time and time to value — so you spend more time building relationships and driving customer success.

Best of all, we'll be with you at each step of the process, offering tools tailored to your point in the partner journey:

- 1 Start with a streamlined onboarding process that immediately equips you with the tools you need to succeed.
- 2 Rapidly upskill with a dedicated sales and technical training curricula.
- 3 Attract new leads with Jitterbit Marketplace listing and soon-to-be-launched Partner Locator
- 4 Close the deal with sales, marketing and technical enablement materials
- 5 Enjoy greater profitability with attractive resale margins, services opportunities and online deal registration

### Benefits at a Glance

To reward you for the value you provide, the Jitterbit Partner Program offers a comprehensive suite of benefits:

Benefits	Reseller	Referral
<b>Financial<sup>1</sup></b>		
Base discount off list price – Products	10%	
Deal registration discount	20%	
Performance incentive Rebate <sup>2</sup>	5%	
Referral Fees <sup>3</sup>		10%
<b>Enablement Benefits</b>		
Free online sales curriculum	✓	✓
Online product technical training	Free <sup>4</sup>	Fee
Sandbox access enablement	✓	Fee
<b>Go-to-Market Benefits</b>		
Proposal-based MDF	✓	
Assigned sales executive leadership	✓	
<b>Partnership Growth</b>		
Joint Business Plan Development	✓	
Joint press release (if applicable)	✓	
Jitterbit Partner Website Listing	✓	

### Successful Co-Selling Starts with Clear Expectations

Our co-selling model relies on teamwork to drive customer success. Here’s a quick look at what will be expected, and what we’ll offer you in return:

#### Partner Responsibility

- Generate opportunities: Identify opportunities with existing customer relationships
- Drive/close sales: Lead or maintain customer engagement<sup>5</sup>
- Process order/fulfill: Own the process; negotiate and close on partner paper<sup>5</sup>
- Up sell/cross sell/renew: Lead/own the process<sup>5</sup>

#### Expectations from Jitterbit

- Maintain partner relationship: Include partner in all customer communications
- Support sales process: Work with approved partner on joint selling approach
- Support partner services: Support qualified partner-delivered services
- Up sell/cross sell/renew: Future engagements will include qualified partners in good standing

Solution Provider Partner Requirements	Reseller	Referral
Business Commitments		
Joint business plan <sup>5</sup>	✓	
C-level executive sponsorship	✓	
New ARR Target (starting in year 2)	Yes	
Enablement Commitments		
Sales accreditations	2 Representatives	1 Representative
Technical accreditations	2 Representatives	
Go-to-Market Commitments		
Signed reseller agreement	✓	
Joint marketing plan (Required for MDF)	✓	
Conduct customer briefings	✓	
Rep-to-rep alignment	✓	



To find out more about how the Jitterbit Partner Program can help you maximize profitability, minimize complexity and go to market more successfully, visit our [partner page](#) or [apply for partnership](#).

1. Non-standard pricing is eligible only for the partner who has the Deal Registration. All non-registered partner opportunities are eligible for standard discounts; Applies to “new” opportunities only.  
2. Rebates will be established based on revenue and growth assumptions  
3. Referral fees credits can be applied to education, internal product usage, etc. Only applicable on initial ARR contracts. Does not apply to subscription renewal.

4. Free for first 5; fee thereafter  
5. Joint business plan may include deal registration, pipeline and other business agreements

