

Join Select Partner

TODAY'S GLOBAL ECONOMY places a premium on a company's ability to compete. JAGGAER partners have realized that the best way to compete is to provide a more complete array of solutions, creating value at a greater number of touch points within clients.

Our partner ecosystem delivers Value Beyond Savings to customers through shared innovation and a world-class Source-to-Settle solution.

We invite you to join our Select Partner Program. If you are an independent

software vendor, systems integrator, consultancy or business process outsourcing provider, let's work together to lead customers to the next level of efficiency across the procurement lifecycle.



Select Partner helps drive business growth through joint market expansion, customer capture and opportunity development. You can choose to refer, resell or deliver services.

- **The Benefits** - Leverage our resources, from technology to training and sales support, to better prepare your team. Empower your services delivery staff with the knowledge and expertise gained from our Select Partner Certification.
- **The Potential** - Deliver Value Beyond Savings to your customers that only a fully integrated Source-to-Settle platform can provide. Our solutions reflect two decades of success across multiple industries for over 500 customers.

EDUCATION

Solution Training and Demonstration Capability

POSITIONING

Collateral and Process to Support Sales Pursuits

CERTIFICATION

Solution Implementation Courseware and Exams

SUPPORT

Partner Manager, Field Sales and Marketing

- **The Future** – Businesses seek competitive advantage and continuous improvement. Deliver both with JAGGAER through Select Partner, jointly providing customers with the solutions and services to achieve just that.

SELECT YOUR PATH TO SUCCESS

Our partners have a variety of experience deploying solutions, implementing innovations, and helping customers transform their business. Select Partner program resources help you grow your own business while developing stronger customer relationships.

Learn more about Select Partner and the possibilities it creates for our joint success. Evaluate which kind of partnership is right for your business and let's start collaborating.

JAGGAER PARTNER PROGRAM SUMMARY	SERVICES	RESELLER	TEAMING
	Silver Gold Diamond	Silver Gold Diamond	
GENERAL			
JAGGAER partner manager	✓	✓	✓
Resources and market positioning kit	✓	✓	✓
Partner Advisory Council (by invitation)	✓	✓	
GO-TO-MARKET			
Client engagement and sales support	✓	✓	✓
SaaS sales incentive discounts (if applies)	✓	✓	✓
Joint business planning	✓	✓	
ENABLEMENT;			
Product training and briefings	✓	✓	✓
Solution demonstration environment	✓	✓	
Implementation certification	✓		
Implementation support (fees may apply)	✓	✓	
MARKETING			
PR, co-branding and thought leadership	✓	✓	✓
Joint events and demand gen activities	✓	✓	
JAGGAER annual event attendance discount	✓	✓	
REQUIREMENTS			
Assigned relationship manager	✓	✓	
JAGGAER annual event sponsorship	✓	✓	
Annual business planning w/ joint revenue goals	✓	✓	
Minimum certified implementation staff	✓		
Annual minimum completed projects	✓		

ENROLL TODAY

Contact your JAGGAER Partner manager to explore which kind of partnership is right for your business or contact us at www.JAGGAER.com/partners/#partners-form.

Visit www.JAGGAER.com/partners for more information about the Select Partner program.

