

Increase Your Top Line by Reselling JAGGAER Solutions

JAGGAER IS THE LEADER in eProcurement technology, serving customers worldwide for over 20 years. Our world class Source-to-Pay platform allows clients to automate the entire Spend Management process including Sourcing, Procurement, Invoicing, Contract Lifecycle Management, Spend Analytics, and Supplier Risk & Performance Management.

Grow your top line sales revenue with JAGGAER Select Partner. Our premier partner program provides sales and marketing resources to help you address a wide range of industries and customers. Market and

sell our industry-leading Source-to-Pay platform and provide your customers with a cloud-based, mobile-enabled spend management solution to achieve the next level of procurement efficiency.



EMPOWER YOUR SALES TEAM THROUGH COLLABORATION

Lead the way in transitioning customers to world-class spend management. Collaborate with us, strengthen your knowledge and experience, and achieve trusted advisor status to help you meet your business objectives. Our teams will work together on joint go-to-market strategies and account mapping to drive sales results.

EXPAND YOUR SOLUTION OFFERINGS

Add JAGGAER solutions to your existing offerings to provide a more robust complementary solution for your customers. Gain a competitive advantage by providing comprehensive solutions that can address the full range of your customers' spend management needs.

LEVERAGE THE PROGRAM

Join the Select Partner program and let us invest in your success. Identify the Select Partner tier that best fits your organization and quickly start selling solutions. Our resources help you gain product and domain knowledge, deliver sales collateral, leverage joint marketing efforts and present solution demos to key stakeholders.

SELL SUCCESS

Sell JAGGAER solutions to your customers with the confidence and competency of certified professionals. Elevate and expand the offerings of your sales team to achieve the next level of success for your organization and your clients.

BENEFITS	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	✓	✓	✓
Joint selling and business planning		✓	✓
ENABLEMENT			
Sales positioning and product training	✓	✓	✓
Solution demonstration environment	✓	✓	✓
Implementation certification (if applicable)		✓	✓
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	✓	✓	✓
Minimum trained sales / client facing staff	3	5	10
Annual minimum SaaS revenue target	\$250,000	\$500,000	\$1 Million
Minimum completed projects annually		2	4
Minimum JAGGAER certified implementation staff		6	10
Co-branding (website & collateral)	✓	✓	✓
Thought leadership, case studies, PR		✓	✓
JAGGAER annual event sponsorship		✓	✓

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.

