

Grow Your Service Practice With JAGGAER Spend Management

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.

Open the door to new customer opportunities with JAGGAER Select Partner. Our signature program enables your organization to help customers achieve value beyond savings through subject matter expertise and a world-class

Source-to-Pay solution. Whether you are a systems integrator, consultancy, or business process outsourcer, we invite you to become a JAGGAER Certified Services Partner and lead customers to the next level of efficiency.



BECOME CERTIFIED SPEND MANAGEMENT EXPERTS

Deepen your expertise in JAGGAER Spend Management and find new service opportunities at your customers by leveraging your skills as a JAGGAER Certified Services Partner. Certification will allow your team to deliver JAGGAER implementation services, ERP integrations, strategic advisory services, and ongoing post-implementation services.

EXPAND YOUR SERVICE OFFERINGS

Prepare your company to capture the growing demand for Spend Management and our Source-to-Pay platform. Deliver thought leadership and business value to your customers by adding our procurement solutions and certified deployment services to your market offering.

COLLABORATE AND CONSULT

Apply your industry insights and product knowledge gained through Select Partner Certification to bring your clients to the next level of efficiency. Throughout the training and delivery process, we will collaborate with you to find opportunities and support you in delivering project success.

CAPTURE THE SERVICES REVENUE

Deliver our solutions to your customers with the confidence and competency of certified professionals. Elevate and expand the capabilities of your engagement managers, solutions consultants and technical personnel 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 (if applicable)		✓	✓
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	✓	✓	✓
Minimum JAGGAER certified implementation staff	3	6	10
Annual minimum SaaS revenue target	\$250,000	\$500,000	\$1 Million
Minimum completed projects annually	1	2	4
Minimum trained sales / client facing staff	3	5	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.

