

Services Partner Requirements, Categories and Levels

PREMIER SERVICES PARTNER – *INVITE ONLY*

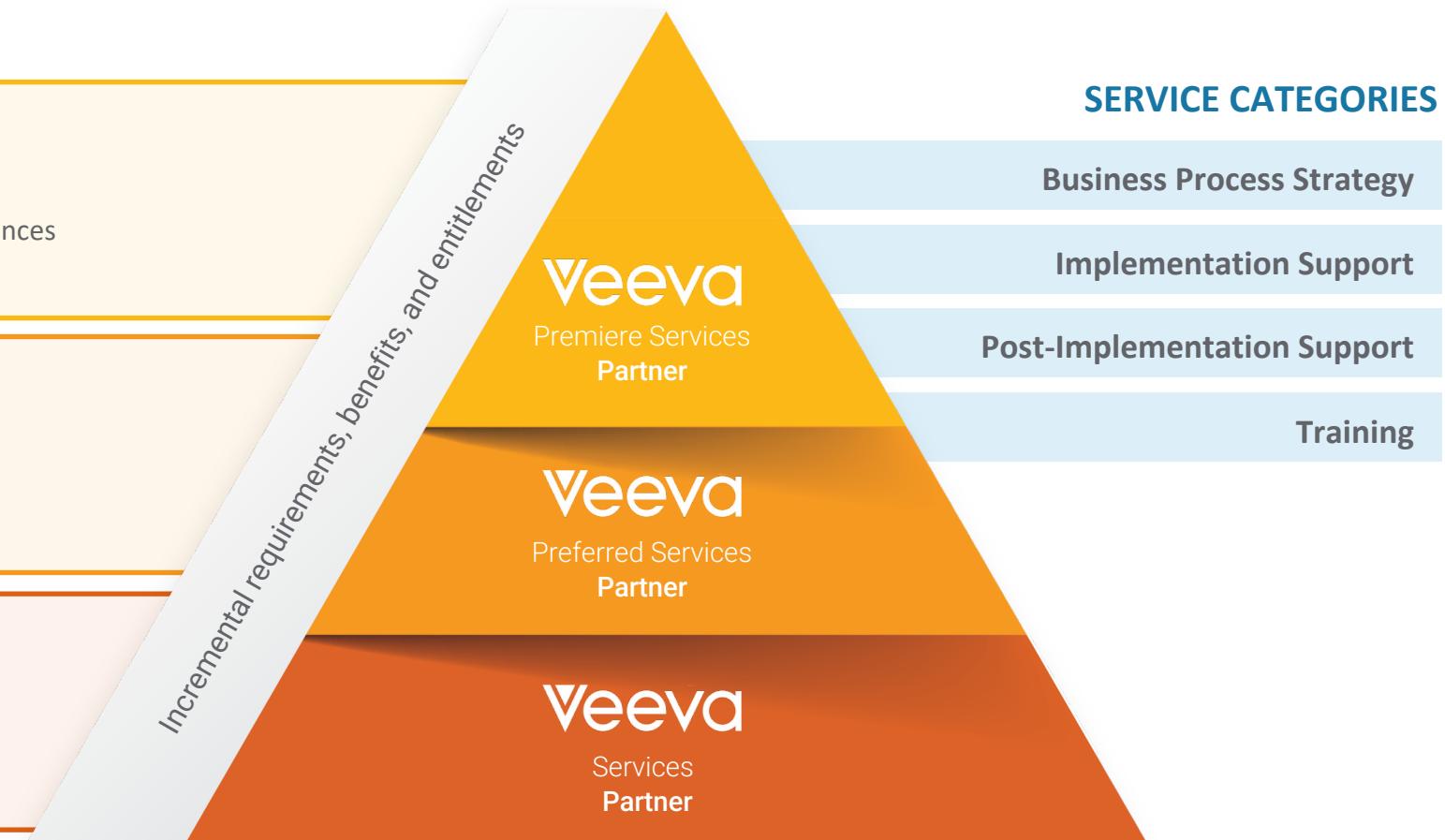
5 Associate Admin. Certifications	5 Customer references
9 Overall Customer projects	5 Specific product suite experiences
5 Recent Customer projects	Annual recertification

PREFERRED SERVICES PARTNER

3 Associate Admin. Certifications	3 Customer references
6 Overall Customer projects	3 Specific product experiences
3 Recent Customer projects	Annual recertification

SERVICES PARTNER

3 Associate Admin. Certifications	3 Customer references
3 Overall Customer projects	3 Specific product family exp.
1 Recent Customer project	Annual recertification



How It Works Services Partners can apply for the services or preferred partnership level, related to one (or more) services & products, based on referenced customer projects experience and trained personnel.

Example A company could apply at the same time for a certification as preferred in strategy and as partner in training based on their projects experience.