



The Inflectra Partner Program

www.inflectra.com

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The Inflectra Partner Program

The key to Inflectra's strategy of making high-quality, reliable software available to companies of varying sizes across the globe is developing a rich and robust ecosystem of partners who can aid customers in an expanding market.

At Inflectra, we recognize that our success is intertwined with the success of companies that make up the diverse and growing Inflectra partner ecosystem. Our commitment to supporting our partners is manifested through our partnership structure that is built on the premise of mutual success, collaboration, and respect. We are actively looking for organizations that share our passion for customer satisfaction and commitment to excellence to join our worldwide network of partners. Unlock new opportunities, expand your network, and accelerate your growth by joining the Inflectra partner ecosystem. **Explore our partnership offerings below:**

Solution Partners

Solution Partners are Inflectra advisors, consultants, trainers, service providers, and VARs. These partners have extensive knowledge about the Inflectra suite of software and have forged a strong relationship with our company. They are trusted partners with proven capabilities to assist customers with advanced technical solutions.

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These partners support clients by offering presales consulting, implementation and installation services, and/or product training. Maintaining a regular cadence of engagement with the Inflectra partner team ensures they stay informed about the latest software releases, company updates and offerings. Benefits of this partnership include:

inflectra [®]			
SOLUTION PARTNER BENEFITS			
	SILVER	GOLD	PLATINUM
Partner Discount	20%	25%	30%
Sales Support	✓	✓	✓
Co-marketing Initiatives	✓	✓	✓
Partner Portal Access	✓	✓	✓
Account Mapping	✓	✓	✓
Partner Exclusive Events	✓	✓	✓
Training on Tools & Sales	✓	✓	✓
Certifications & Badges	✓	✓	✓
Listed on Inflectra Website	✓	✓	✓
Free Licenses	3 Spira, 1 Rapise	5 Spira, 1 Rapise	10 Spira, 1 Rapise
Curated Leads		✓	✓
Personalized Training on Tools & Sales		✓	✓
Screen Sharing Technical Assistance		✓	✓
Joint PR Opportunities			✓
MDF Offerings			✓
Access to Inflectra Sales Teams			✓

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Solution Partners can also choose the level of engagement at which they wish to participate: **Silver**, **Gold**, or **Platinum**. Partner level is based on a point system designed to nurture our partners through sales engagements, promote tool expertise, encourage engagement and thrive with us via joint marketing.

SOLUTION PARTNER REQUIREMENTS		
SILVER	NUMBER OF SALES CERTIFICATIONS	1
	NUMBER OF TECHNICAL CERTIFICATIONS	1
	NUMBER OF DEMO-CAPABLE STAFF	-
	LIST INFLECTRA ON PARTNER WEBSITE	✓
	PARTNER ENGAGEMENT POINTS (ANNUAL)*	120
GOLD	NUMBER OF SALES CERTIFICATIONS	2
	NUMBER OF TECHNICAL CERTIFICATIONS	2
	NUMBER OF DEMO-CAPABLE STAFF	1
	LIST INFLECTRA ON PARTNER WEBSITE	✓
	PARTNER ENGAGEMENT POINTS (ANNUAL)*	180
PLATINUM	NUMBER OF SALES CERTIFICATIONS	5
	NUMBER OF TECHNICAL CERTIFICATIONS	5
	NUMBER OF DEMO-CAPABLE STAFF	2
	LIST INFLECTRA ON PARTNER WEBSITE	✓
	PARTNER ENGAGEMENT POINTS (ANNUAL)*	240

Technology Partners

Technology Partners integrate with Inflectra products to improve the experience of joint customers. These partners optimize Inflectra solutions with SpiraApps, plug-ins, add-ons, extensions, and technical services. The benefits of becoming a Technology partner include:



TECHNOLOGY PARTNER BENEFITS	
Partner affiliate discount	10%
Co-marketing initiatives	<input checked="" type="checkbox"/>
Inflectra Partner Portal access	<input checked="" type="checkbox"/>
Listed on Inflectra website	<input checked="" type="checkbox"/>
Sales collateral	<input checked="" type="checkbox"/>
Access to technical support	<input checked="" type="checkbox"/>
Free development instances	<input checked="" type="checkbox"/>

Resellers

Resellers actively assist with sales and procurement, generally for customers requiring an approved seller. Inflectra Resellers receive a 10% discount on the contracts and renewals they process.

Other Features

Partner Badges

Partner badges serve to highlight a partner's achievements and areas of expertise with Inflectra tools and solutions, allowing our customers to easily assess which partners are best suited to their needs. Badge types are updated regularly to reflect the breadth and depth of our partners' accomplishments and specializations. Our current badges illustrate partner level, certifications and industry expertise.



Partner Portal

Inflectra maintains a robust partner communication, deal management and technical support system through its Partner Portal. The Partner Portal contains collateral to assist partners with sales, demos, and training. Partners will also access the portal to see their deals, leads and earning, register new leads, and record activity completion.

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**Inflectra Helps You Deliver
Quality Software,
Faster and With
Lower Risk.**

Inflectra offers a suite of intuitive, turnkey enterprise solutions to manage the entire software lifecycle. Its industry-leading products for application test management, test automation, and lifecycle management help customers streamline their operations, allowing developers, testers and managers to allocate their time and resources to business-critical assignments. Among our most popular products are SpiraPlan, giving you the ability to synchronize what matters, with agile program development; and Rapise, providing fast and easy test automation for everything—web, mobile, desktop, and APIs. Founded in 2006 and headquartered in the United States, Inflectra now has offices in more than 10 countries, along with a global partner network that covers more than 5,000 customers worldwide.