

Partner Offerings

The Jitterbit partner program is designed to align our partnership with your business model by tailoring commitment levels to meet current and future business goals. Participation by our partners in our customers growth is integral the success of our partnerships.

The Jitterbit Partner Program has a tiered structure designed to help you deliver value-added services based on the level of participation you want from Jitterbit, your technical expertise and the length of time you have been a partner. Partner benefits and requirements are a function of both partnership model and level.

	CONSULTING / SI	OEM / VAR	RESELLER
Type of Program	<ul style="list-style-type: none"> Referral-based lead generation 	<ul style="list-style-type: none"> Royalty-based sales 	<ul style="list-style-type: none"> Reseller-based lead generation
How It Works	<ul style="list-style-type: none"> Submit qualified leads Jitterbit closes deal 	<ul style="list-style-type: none"> Receive price discounts Set customer price Contract directly with customer 	<ul style="list-style-type: none"> Submit qualified leads to Jitterbit Jitterbit closes each deal OR Reseller contracts directly with customer
Incentive Terms	<ul style="list-style-type: none"> Receive royalties (referral fee) based on Jitterbit license 	<ul style="list-style-type: none"> Receive discounted price determined by level of revenue commitment Receive a reseller fee 	<ul style="list-style-type: none"> Partner receives royalties (reseller fee) based on level of license deal of Jitterbit products
Level of Commitment	<ul style="list-style-type: none"> Annual minimum: <ul style="list-style-type: none"> (3) qualified leads (2) closed deals Technical Training commitment up to 8 individuals 	<ul style="list-style-type: none"> Two year minimum: <ul style="list-style-type: none"> (4) closed deals Sales & Technical Training commitment up to 8 individuals 	<ul style="list-style-type: none"> Annual minimum: <ul style="list-style-type: none"> (3) qualified leads (2) closed deal Technical Training commitment up to 5 individuals
Incentive for Commitment	<ul style="list-style-type: none"> Meet Commitment to receive a refund of training 	<ul style="list-style-type: none"> Meet Commitment to receive a 1 no cost additional training course in year 2 	<ul style="list-style-type: none"> Meet Commitment to receive a refund of training
Partner Responsibilities	<ul style="list-style-type: none"> Generate & submit qualified leads via submission form Champion solution within account First line of refusal for services; hand to Jitterbit Exclusive services in closed accounts for 12 months 	<ul style="list-style-type: none"> Marketing and sales content Development and integration of your solution with Jitterbit products Your terms & conditions End-customer billing Level 1 Customer Support Quarterly activity reports Customer success stories/use cases 	<ul style="list-style-type: none"> Generate qualified leads Complete and submit Lead Submission form Level 1 Customer Support Quarterly activity reports Customer success stories/use cases
Jitterbit Responsibilities	<ul style="list-style-type: none"> Sales engagement Terms and Conditions Pricing, Billing, A/R Level 1, 2, 3 Customer Support Customer satisfaction 	<ul style="list-style-type: none"> Configuration and pricing support Terms and Conditions to reseller Reseller billing Service delivery Level 2, 3 Customer Support 	<ul style="list-style-type: none"> Sales engagement Terms and Conditions Pricing, Billing, A/R Level 2, 3 Customer Support Customer satisfaction Service delivery
Partner Fees	\$5000	Please Contact Us	\$5000