



Software Partner Program for Solution Providers - November 1, 2017

Jenny Hedmo – Partner Programs EMEA
software.partner@microfocus.com

Levels in the Software Partner Program FY18

		Sales Certs	Tech Certs	License Rev XS/S/M/L Market US\$
Platinum level	Platinum Software Partner or Platinum Specialist Partner	Any 2 Gold	Any 2 Gold	Accumulation of qualifying Gold(s)
Gold level	IT Operations Management Gold	2	2	\$100k to \$500K (Varies by Geo, BU & by product)
	Big Data Platform Gold			
	Application Delivery Management Gold			
	Security Gold			
	Information Governance Gold			
	Information Management Gold			
Silver level	IT Operations Management Silver	2	-	\$20K to \$50K (Varies by Geo, BU & by product)
	Security Silver			
	Application Delivery Management Silver			
	Big Data Platform Silver			
	Information Management & Governance Silver			
Business (entry) level		None	None	As per contractual threshold

FY18 Software Partner Program at a glance

Membership & Specializations : Based on
 1)License shipment attained (determined from the most recent 4 quarters)
 2)Certification attainment, current status

BENEFITS	BUSINESS	SILVER	GOLD	PLATINUM	DETAILS
Specialist Benefits	NA	NA	5%	10%	Starts from dollar one achievement : Not target based
SW Partner-Sourced Bonus	NA	8%	10%	12%	Registrations must be approved by SW Management
MDF (Market Development Fund)	NA	✓	✓	✓	Available at MF's discretion (planned & approval basis). JBP Mandatory
PBM	*	*	✓	✓	*) at Micro Focus' discretion
End User Special Negotiated Discounts	NA	✓	✓	✓	Special pricing only available to Silver level and above
Promotions	✓	✓	✓	✓	
Insignia & Certificates	✓	✓	✓	✓	
Partner Locator	✓	✓	✓	✓	
Evaluation Licenses	✓	✓	✓	✓	

CRITERIA	BUSINESS	SILVER	GOLD	PLATINUM	DETAILS
Revenue Threshold	NA	\$ \$ 20/50 K	\$\$ \$ 150/500 K	\$\$\$ \$ 300/1 M	Depending on Market Size and by BU/Product
Joint Business Plan (JBP)	NA	**)	✓	✓	**) If MDF applicable
Sales Certified					Resources must hold the sales certifications required for the specializations they hold.
Technical Certified					Resources must hold the technical certifications required for the specializations they hold.

Summary of changes on November 1, 2017

▪ Increased Specialist bonus

- Gold 5%
- Platinum 10%

▪ Changes to Sourced bonus

- Silver 8%
- Gold 10%
- Platinum 12%
- Minimum deal size threshold removed.

▪ NBO bonus removed

▪ New route to Platinum status

- **Breadth:** Same as before, through the attainment of two or more Gold specializations.
 - E.g. ITOM Gold criteria met + Security Gold Criteria met = Software Platinum Status. Platinum benefits paid in ITOM and Security. For other specializations, i.e. any silver level specialization, the related silver benefits are awarded.
- **Depth: **New!**** Through the attainment of the criteria equivalent to two Gold statuses in ONE specialization
 - E.g. [4 technical certifications + 4 Sales certifications + 2xGold revenue threshold within ITOM] = ITOM Platinum status



During FY 18 we will work to align the heritage Micro Focus partner program and the heritage HPE Software partner program, leveraging industry best practices.

Partner program information and partner portal

Make sure to always refer to the latest partner program documentation including the partner program terms and conditions, available on the partner portal.

The partner portal is currently still located at <https://partner.hpe.com/login>

This portal address will change in the near future as we launch the new Software Partner Community. Stay tuned for more information of this launch!

For queries, please contact your PBM or software.partner@microfocus.com





Thank you.

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