

## FUTURE PROCESSING PARTNER CHANNEL – PROGRAMME REQUIREMENTS

This document sets out the requirements for joining the Future Processing Partner Channel as Silver and Gold Partner.

COVERAGE & RELATIONSHIP		Silver Partner	Gold Partner
<b>Application process</b>	A registration and pre-approval process is required to become a FP Certified Partner	✓	✓
<b>Partner agreement and Partner Profile</b>	Our Partner Agreement outlines the engagement criteria and expected business relationship with FP and complete Partner information	✓	✓
<b>Nominated Contact Person</b>	Our partners must identify at least one primary person within their organization assigned for cooperation with FP	✓	✓
<b>Executive sponsor</b>	Partner must name an executive sponsor to discuss joint business plan with FP	✓	✓
<b>Joint business planning</b>	FP helps Partner to do Business planning and business review to ensure that set objectives are being met (includes revenue goals, marketing initiatives and enablement activities)	Yearly	Quarterly

COVERAGE & RELATIONSHIP		Silver Partner	Gold Partner
<b>Revenue requirements</b>	<p>Partner revenue is calculated based on value of Products &amp; Services invoiced from FP (invoiced – means invoiced to the End User by FP or to the Partner by FP) This revenue will be calculated during cooperation and summarized annually at program renewal time</p> <p>Revenue requirements may vary by region. Partners that are both sell-with and sell-to must meet revenue targets to qualify for that Level</p>	No limit	Discussed individually
<b>Opportunity Registration Form</b>	Partner must submit an opportunity registration for every deal to be eligible for a product or service discount/commission. FP will review the submission and communicate approval or denial within 2 working days since an opportunity was submitted	✓	✓

TRAINING		Silver Partner	Gold Partner
<b>Certification</b>	Partner has to maintain a minimum number of credentials based on program level	✓	✓
	Sales credential	1 person	2+ persons
	Technical credential	not mandatory	1+ persons
	Partner will be required to certify in writing on an annual basis that credentialed employees meet these criteria	✓	✓

MARKETING & COMMUNICATIONS		Silver Partner	Gold Partner
<b>Lead-generation activities</b>	Partners are required to participate in lead-generation activities each year. Minimum requirements are shown in the table and details are defined in the joint business plan	1	2
<b>Website promotion</b>	Partners are expected to reference FP on their respective digital marketing channels	✓	✓



## INTERESTED IN BECOMING OUR PARTNER?

CONTACT US:



**Dominik Majewski**

[dmajewski@future-processing.com](mailto:dmajewski@future-processing.com)

 [www.future-processing.com/partner-channel](http://www.future-processing.com/partner-channel)