

Fsas Technologies Partner Program

Partnership Levels



Partnership Levels



By invitation

Higher revenue commitment – higher rebates

Business plan on how to achieve the targets:

- Compliance & Generalist Certification
- Number of certified people – optional



Revenue commitment – rebates

Business plan on how to achieve the targets:

- Compliance & Generalist Certification
- Number of certified people – optional



No revenue commitment

Compliance & Generalist Certification

Requirements and Benefits



Partner registration

- Channel portal
- Product portfolio
- Partner Program Information
- Special price for projects
- Ecosystem Platform

Certify in FTA Portal



Benefits

- MDF
- Deal registration
- Rising Stars

Requirements

- Compliance Certification
- Generalist Certification



Benefits

- MDF
- Deal registration
- Backend rebates
- Regional Sales Manager

Requirements

- Compliance Certification
- Generalist Certification
- Achievement exit of FY with a specific revenue threshold*
- Signed Target Letter



Benefits

- MDF
- Deal registration
- Backend rebates
- Regional Sales Manager

Requirements

- By invitation
- Compliance Certification
- Generalist Certification
- Achievement exit of FY with a specific revenue threshold*
- Signed Target Letter

* Revenue thresholds might vary per region/country. The target is defined with your RSM/Account Manager.

Benefits

	Partner registration	Essential Partner ★	Advanced Partner ★★	Strategic Partner ★★★
Base rebates			X	X
Growth rebates			X	X
New customer bonus			X	
Deal registration bonus				X
Deal registration		X	X	X
MDF		X	X	X
Rising Stars		X		
Account management			X	X
Reference for new customers or strategic themes		X	X	X
Project price (SPR or SDC)	X	X	X	X
Special logos		X	X	X
Access to product information and training	X	X	X	X
Ecosystem Platform	X	X	X	X

Register now and get ready
to reach the stars.

[Register here](#)

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