



# The Inflectra Partner Program

[www.Inflectra.com](http://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. In an effort to acknowledge each partner's individual capabilities and areas of expertise with Inflectra software, we are introducing a new Partner Program. **This new program recognizes three distinct categories of partners and outlines benefits and qualifications for each partner type:**

1. Technology Partners
2. Solution Partners
3. Training & Implementation Partners

The details of the program are highlighted in this brochure.

## Technology Partners

Technology Partners work collaboratively with Inflectra to integrate and deliver joint solutions to shared customers. These partners optimize Inflectra solutions with plug-ins, adapters, connectors, and technical services.

### Benefits

|   |     |
|---|-----|
| Partner discount                                      | 10% |
| Joint webinars & co-marketing opps                    | ✓   |
| Partner's co-marketing at Inflectra-sponsored events  | ✓   |
| Inflectra Partner Portal access                       | ✓   |
| Listed on Inflectra website                           | ✓   |
| Training on sales & tools                             | ✓   |
| Discount on Inflectra tools for training/integrations | ✓   |

## Solution Partners

These partners are Inflectra affiliates, resellers, advisors, consultants, and trainers who provide and implement customer solutions with Inflectra products. Anyone can participate in Inflectra's new partner program as a Solutions Partner.

Solution Partners can choose the level of engagement at which they wish to participate. This participation offers many benefits that are described below:

### Benefits

|                                    | Bronze | Silver | Gold | Platinum |
|------------------------------------|--------|--------|------|----------|
| Partner discount                   | 10%    | 20%    | 25%  | 30%      |
| Sales support                      | ✓      | ✓      | ✓    | ✓        |
| Joint webinars & co-marketing opps | ✓      | ✓      | ✓    | ✓        |
| Partner-exclusive events           | ✓      | ✓      | ✓    | ✓        |
| Inflectra Partner Portal access    | ✓      | ✓      | ✓    | ✓        |
| Training on sales & tools          | ✓      | ✓      | ✓    | ✓        |
| Certifications & badges            |        | ✓      | ✓    | ✓        |
| Listed on Inflectra website        |        | ✓      | ✓    | ✓        |
| Free licenses                      |        | ✓      | ✓    | ✓        |
| Curated leads                      |        |        | ✓    | ✓        |

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This partnership type also implies a certain commitment to Inflectra from Solution Partners. By investing in developing their capabilities and gaining Inflectra certifications, Solution Partners will ultimately be able to offer potential customers the highest quality of service.

With this in mind, we have outlined a set of general qualifications that will make a Solution Partner successful at various levels of engagement with Inflectra:

## Qualifications

|  | Bronze | Silver | Gold | Platinum |
|--|--------|--------|------|----------|
| Inflectra Tools: Sales Volume                  | -      | \$     | \$\$ | \$\$\$   |
| Number of Inflectra-Certified Sales Staff      | -      | 1      | 2    | 5        |
| Number of Inflectra-Certified Technical Staff  | -      | 1      | 2    | 5        |
| Number of Inflectra-Certified Sales/Demo Staff | -      | -      | 1    | 2        |
| List Inflectra on the partner website          | -      | ✓      | ✓    | ✓        |

### Training & Implementation Partners

The third type of partnership is Training and Implementation Partners (TIP). 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 more advanced technical solutions.

Training and Implementation Partners support clients by offering pre-sales consulting, implementation and installation services, and/or product training. They also remain in close and frequent contact with us to stay informed about the latest software releases, company updates, and offerings.

## Other Features

In addition to the new Partner Program structure, Inflectra offers tools that cater to each individual partner, provide easily accessible information and resources, and produce an overall seamless experience.

## Partner Badges

Inflectra offers its partners a system of Badges to reward the accomplishments and recognize areas of expertise of each partner. This system will also allow Inflectra's customers to find the most appropriate partner by searching the website for partners with badges that best suit customers' needs. Some of Inflectra's Partner badges are:

1. Spira Academy-certified Partner
2. Rapise Academy-certified Partner
3. Inflectra-certified Training Partner
4. Enterprise-certified Partner
5. Industry and geography-specific Partner

# Inflectra Partner Program



For more information on how to get certified and gain one of our badges, please visit our Partnership Guide.

## Partner Portal

Inflectra maintains a robust partner communication, deal management and technical support system through its Partner Portal. Through the Partner Portal, partners can complete onboarding processes, find educational and sales enablement resources, and consolidate and organize information. More functionalities to the Inflectra Partner Portal are underway, including a quote generator and the ability for partners to create trials for their users.

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Founded in 2006, Inflectra is a market leader in software test management, test automation, application lifecycle management, and enterprise portfolio management space. The company is headquartered in the USA but has offices in over 12 countries. Known globally for its legendary customer support, Inflectra makes turn-key solutions that address many challenges in software testing and QA, test automation, and product lifecycle management. Its methodology agnostic software tools are used in regulated industries where portfolio management, requirements traceability, release planning, resource management, document workflow, baselining, and enterprise risk analysis are required. The company uses a concurrent pricing model for all its tools with unlimited products, projects, sprints, tests, API calls, included in a single price.