

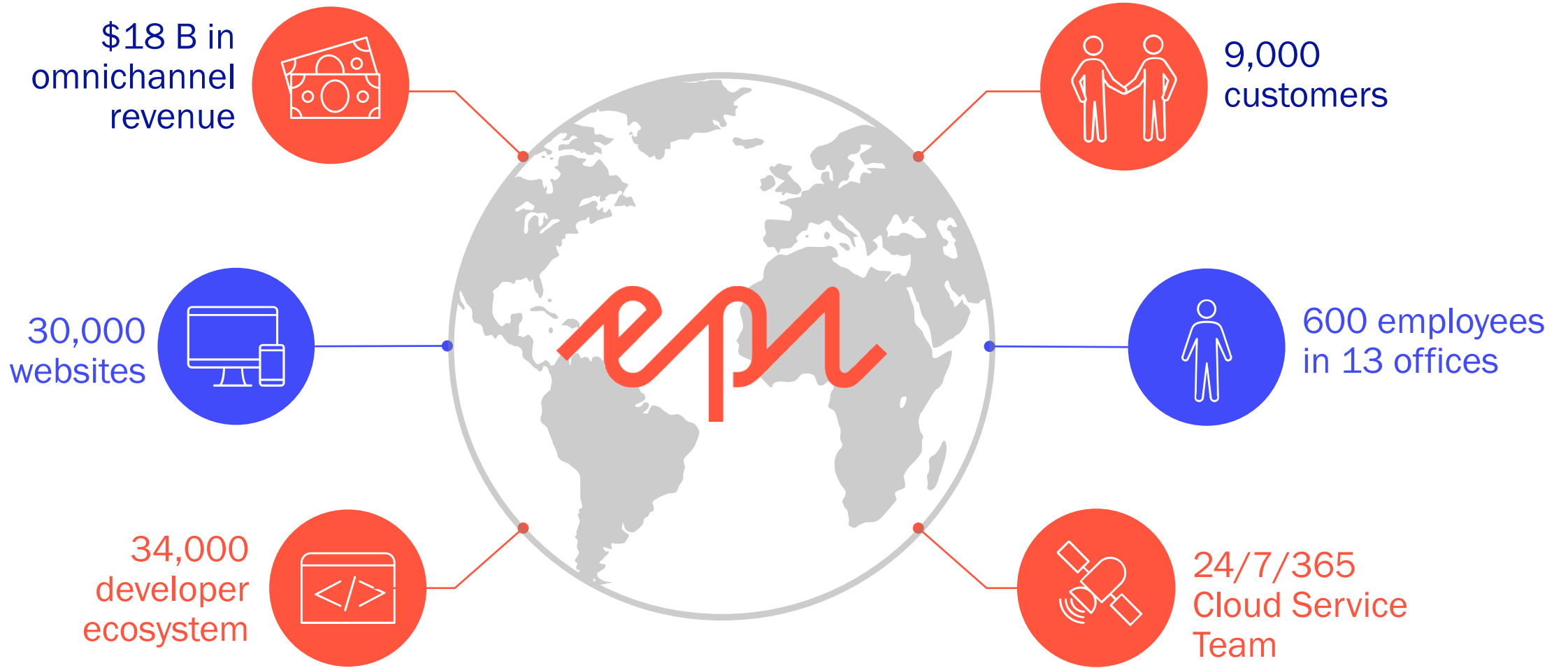


Partnering with Episerver

Agenda

- Partner with Episerver
- Partner Program Overview
- Partner Resources
- Next Steps







Hear it from our partners

Building Strong Partnerships

“At Valtech, we value our partnership with Episerver because of the opportunity it brings to extend our business. The Episerver Digital Experience Cloud has true competitive differentiation with content and commerce on the same platform, providing a broader market opportunity for us. With Episerver, Valtech has been able to leverage joint marketing programs to drive opportunities – as well as work closely with the sales team to win business together.”



Joacim Jeppesen, Senior VP, Digital Valtech

“Since starting our partnership in 2010 with Episerver, they have evolved into a strong brand in the US and a contender in the very competitive and saturated CXM and eCommerce space. The new leadership in the organization has made some critical right-moves with regard to its structure, product roadmap, the partner program/partner marketing and making Episerver a known brand in this market.

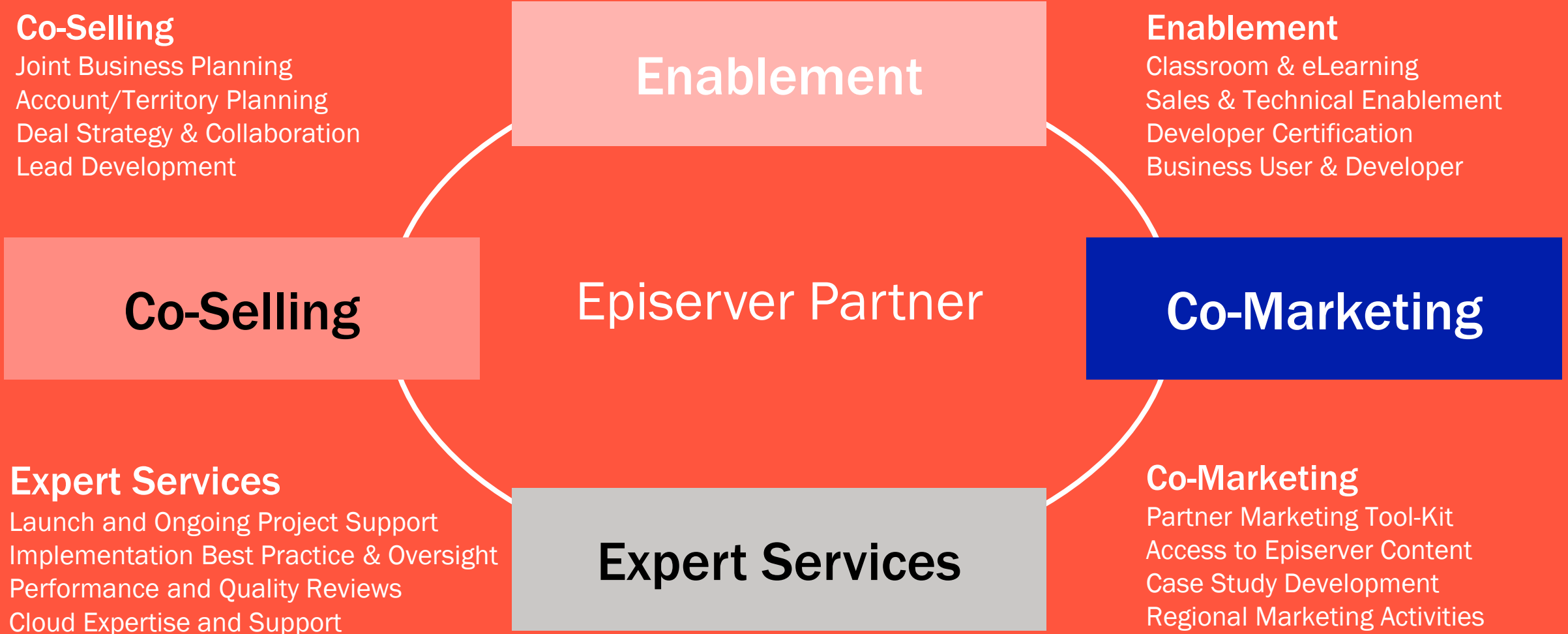
From a market opportunity perspective, we see Episerver filling a fairly large gap in the mid-market to small enterprise companies for a solid cloud-based customer experience management and eCommerce platform. Their strong integration approach allows companies the option to go with a best-of-breed approach and build a solid, seamless omni-channel ecosystem.

With our long history as a premium Episerver partner we are excited about what the next few years will bring in terms of our success with Episerver, and to be a part of their future success.”



Lisa Waters, EVP, Agency and Partner Alliances, Verndale

Winning with Us





Partner Program Overview



Partner Levels

Partnership levels to fit all sizes and business types. Each level has a set of benefits and requirements based on sales success and competency.

Associate Level*	Entry level for partners new to Episerver, have varying degrees of competency and do not yet have a broad base of Episerver customers
Solution Level	Documented competency, proficient in Episerver products and have implementation experience through an established Episerver customer base
Premium Level	Top level for partners that have comprehensive competency, extensive implementation experience and product expertise

* New partners begin at the Associate level.



Program Benefits

We offer a comprehensive set of benefits to expand your reach and ability to sell. General benefits include:

- Dedicated Partner Success Team
- Account planning with sales
- Generous margins on cloud sales
- 25% discount on scheduled training
- Free developer and demo licenses
- Go-to-market planning with regional marketing programs
- Leading use of Microsoft technologies

Register an Opportunity

- Register a lead through the Partner Portal
- Your Account Manager will contact you to see how we can help you
- We will **only** engage with you, not directly with your prospect

<http://www.episerver.com/lead-registration>



Program Requirements

Training and enablement are key to your success, and we are committed to providing you with the resources needed. Minimum requirements include:

- Excellent knowledge of Microsoft .NET
- Microsoft Partner Network (MPN) Partner
- Annual revenue commitment
- Complete sales training within 30 days
- Established sales force in at least one territory

Partner Program Reviews

- Conducted twice annually (January and July)
- Validate the number of certified developers and annual new license revenue
- Required to meet to retain your partner level



Partner Resources



Valuable Tools for Partners

partner.episerver.com

Sales Marketing Program Services Contact Sign Out

Hello!

Welcome to our Partner Center

Partner Portal is aimed to support our partner companies in their daily work with episerver projects and clients.

Lead Registration	Resource Guide	Sales Kit
lead registration	resource guide	sales kit

Episerver Developer Co

world.episerver.com

Howdy, doci

DXC Service CMS Commerce Add-ons Ektron Documentation Blogs Forum Support

Register now for Episerver Ascend!

Do you want to create the next generation e-commerce? Or, are you interested in emerging technologies? Come and find out more at our Episerver Ascend events!

[Ascend US Feb 26 at Cosmopolitan, Las Vegas](#)

Episerver Code Bash

Las Vegas, March 1
See more details about the [code bash at Episerver Ascend in Las Vegas](#), register today to participate!

Stockholm, April 19
Registration is now open for [Episerver Code Bash 2017 in Stockholm](#) - register today to participate!

Welcome to our developer community

Find everything you need to develop solutions based on Episerver. Visit [episerver.com](#) to find out more about Episerver products and services.

Latest from Episerver development teams

- The old Gadget framework is deprecated**
Feb 20, 2017 - All posts from [The CMS blog](#)
- [SerializableCart] Migrating IPaymentGateway using abstraction - IPaymentPlugin**
Jan 23, 2017 - All posts from [The Commerce blog](#)
- Exceptions in Find**
Dec 08, 2016 - All posts from [The Find blog](#)
- What's new in Episerver Social 1.2.0?**
Jan 30, 2017 - All posts from [The Social blog](#)

Feedback Careers



Episerver World for Developers

Primary resource for developers containing blogs, forums, downloads, release information and documentation.

- Access to demo sites
- Step-by-step instructions on how to start developing
- Register support incidents
- View the bug list
- Contact expert services

Access Episerver World

1. Create an account in Episerver World. **Note:** Your username should not be your email
2. You will receive a confirmation email, use your business email for contact details
3. Logon to Episerver World to complete your registration
4. Click on “My Settings”
5. Associate your account with your company

<http://world.episerver.com/>



Partner Portal

The key destination for all of your sales and marketing needs to help you sell and go-to-market with Episerver.

- **Sales**: Product Information, Presentations, Sales Training, Sales Tools and Webinars
- **Marketing**: Campaigns, Brand Guidelines, Logos, Collateral and PR Templates
- **Program**: Guidelines, Announcements and Agreements
- **Services**: Education, Expert Services and Episerver Coders Webinars

Access the Partner Portal

- In order to access the Partner Portal you need to create an account in Episerver World first
- Once you've created an account email partners@episerver.com to request access

<http://partner.episerver.com/>

erz