

PARTNER LEVELS COMPARED

Partner Level			
Requirements:	Standard	Premium	Elite
Annual Volume Commitment		●	●
Paragon Technical Certification (online, no fee)		●	●
Paragon Sales Certification (online, no fee)		●	●
Minimum of 1 Joint Marketing Event Annually			●
Participation in Quarterly Business Review (QBR)			●
Benefits:	Standard	Premium	Elite
Sales			
Discount on Software Licenses and Maintenance	●	●	●
Sales Tools and Collateral	●	●	●
Deal Registration	●	●	●
Lead Distribution		●	●
Competitive Upgrade Program		●	●
EVAL Licenses		●	●
Access to Competitive Information		●	●
Paragon Technical Specialist (pre-sales support)		●	●
Sales Training & Certification (online, no fee)		●	●
Access to Paragon Sales Expert (qualification and assessment)			●
Joint Go-To Market Business Plan and QBRs			●
Marketing			
Product Information and Documentation	●	●	●
Use of Paragon logos	●	●	●
Partner Portal		●	●
Partner Starter Kit		●	●
Joint Marketing Activities & Events		●	●
Listing on Paragon Website		●	●
Access to MDFs (marketing development funds)			●
Co-branded marketing materials			●
Technical Support			
Online and Email Support	●	●	●
Technical Training & Certification (online, no fee)	●	●	●
Phone Support		●	●
NFR Licenses		●	●
Inclusion in Beta Program		●	●
Dedicated Support Contact			●
Assistance with Proof of Concept			●