

## Partner Program – Requirements & Benefits

Quest Partner Program Requirements	Silver	Gold	Platinum
Program Application	•	•	•
Partner Agreement (Reseller/Referral)	•	•	•
Partner Tax ID / W9 Form	•	•	•
Annual Revenue Quotas	\$	\$\$	\$\$\$
Quest logo & link posted on partner website	•	•	•
Quest Certified Consultants		2 Consultants	As per Business Plan
Pipeline and Forecast Reviews		Monthly	Bi-weekly
Partner Annual Business Plan – Quarterly Reviews			•
Marketing Resource			•
Marketing Plan & Programs			•
Partner Benefits			
<b>PartnerZone Access (PartnerZone) – Secure Partner Portal</b> <ul style="list-style-type: none"> <li>• Product Keys – internal use/customer evaluation               <ul style="list-style-type: none"> <li>• Competitive Information</li> </ul> </li> <li>• Product Collateral – datasheets, demos, PPTs</li> <li>• Access to Partner Enablement Resources</li> </ul>	•	•	•
Quarterly Partner Newsletter	•	•	•
Product Discounts (off list)	%	%%	%%%
Quest Services Discount Resold	%	%%	%%%
Referral Fees	3-10%	3-10%	3-10%
Partner Directory Listing on Quest Website	•	•	Logo & Link
Technical Phone Support	•	•	•
Access to Partner Enablement & Certification	•	•	•
<b>Access Technical Resources</b> <ul style="list-style-type: none"> <li>• Quest Evaluation Center (QEC)</li> <li>• Partner Learning Center (PLC)</li> </ul>	•	•	•
Access to Technical Account Manager			•
Beta Program Eligibility			•
Quest Partner Manager			•
Quest Marketing Manager			•
Access to Marketing Programs			•