

# Kemp Partner Program

We're dedicated to our partners' success by providing them with the knowledge, skills, tools, resources and overall support needed to be successful.



	Kemp Lite Reseller	Kemp Authorized Partner	Kemp Center Partner
<b>Discounts</b>			
Reseller Discount	✓	✓✓	✓✓✓
Market Funding	—	✓	✓✓
Project Registration Discount	✓	✓✓	✓✓
<b>Benefits</b>			
Partner Incentives	—	✓	✓
Account Management	—	✓	✓
Business Consultant Support	—	✓	✓
Solution Architect Support	—	✓	✓
NFR/Lab License	—	✓	✓
Placement on Reseller Location	—	✓	✓
Technical Test Drives	—	✓	✓
Access to “Learn” training	—	✓	✓
<b>Requirements</b>			
Training Requirements	—	✓	✓✓
Joint Biz/Revenue Plan	—	✓	✓✓
Lead Reporting	—	✓	✓
Account Mapping	—	✓	✓
Joint Marketing Plan	—	✓	✓✓
Quarterly Business Review	—	✓	✓