Program Details

We've structured our Partner Program to meet the needs of resellers, independent software vendors (ISVs), and referral partners.

Just start here, and we'll contact you directly. Our qualification process is quick and painless. Once approved, we'll forward a partner agreement for your signature and return. After we receive your signed agreement, we will complete your on-boarding process.

Contact Us

Resellers

With our Partner Program, you can extend your offerings and generate additional revenue.

Reseller partner benefits:

· Access to new markets
· Receive resale discounts
· Access to Marketing and Sales Resources and Materials
· Internal use rights and free software maintenance as long as you're an active partner
· Access to unlimited online-training resources
· Partner discount to classroom training and conferences

ISVs and application developers

ISV partner benefits:

· Access to dedicated ISV technical experts
· Early access to SDK and tools
· Access to new Markets
· Access to Marketing and Sales Resources and Materials
· Access to unlimited online-training resources for developers
· Partner discount to classroom training and conferences

Referral partners

We have a rich history of providing agencies and firms with the highest-quality solutions and services for their valuable clients. If that sounds like you, you're welcome to join our Partner Program.

Referral Partners who provide a customer referral for a successful relationship may be eligible to receive a referral commission. If your lead results in a sale, you'll hear from us directly.

Start Here. Your Partner Channel Manager will provide complete details.

Learn more with FAQ's

Learn More

Contact Us

Partner Program

We engage with partners under one of these categories:

· Our reseller program is designed for resellers, integrators, and developers who want to incorporate our solutions
· Our ISV (application developer) program is best suited for application development firms that want to embed our solution within their own IP
· Our referral agreement is perfect for agencies and consultants who bring deals to our attention but won't be acting in a resale capacity

Learn more with FAQ's

Learn More

Become a Partner

Whether you choose to resell or join our (independent software vendor) ISV program, we'll get you the resources and support your need to be up and running quickly – driving value to the bottom lines of both your customers and your business.

To get started as a partner, follow these instructions:

1- Click BEGIN HERE if you're not already signed in.
2- You'll be asked to set up a new account. Once you're signed in, you'll be presented with the Profile page.
3- Once you are already signed in, go to your profile from the top right navigation and click Register to be a Partner.
4- Complete the registration process and a member of our Partner team will contact you directly to follow up your application.

Begin Here

Learn more with FAQ's

Learn More

Frequently Asked Questions

What types of partnership programs are available?

We engage with partners who fall under these categories:

· Our reseller program is designed for resellers, integrators, and developers who want to sell and implement our solutions
· Our independent software vendor (ISV) (application developer) program is best suited for application development firms who wish to embed our solution within their own IP
· Our referral agreement is perfect for agencies and consultants who bring deals to our attention but won't be acting in a resale capacity

How do we become a partner?

Take a look at the program details to review the details of our partner program. If you like what you discover, we encourage you to complete our Partner Program application.

One of our Partner Program staff will respond by email or phone to get the ball rolling. After a brief assessment, we'll forward a partner agreement for your review and corporate signature.

Once the agreement is complete, we'll jump right in with a partner briefing and consultative support.

What kinds of partner support do you provide?

We provide a number of resources for partners, including:

· Access to new markets
· Receive resale discounts
· Access to marketing and sales resources and materials
· Internal use right and free software maintenance as long as you're an active partner
· Access to unlimited online training resources
· Partner discount to classroom training and conferences

What is your partner compensation?

All registered partners are entitled to receive discount pricing as defined in their partner agreement. Depending on the type of partner relationship you have with us, you may be entitled to additional compensation:

· Resellers are entitled to commission based on the market category they operate in and the value of the sales opportunity. For more information, consult with our partner team.
· On top of the profits generated by their independently developed products, ISVs are entitled to a commission based on product bundles that include our products, as well as any referrals they generate.
· Referral partners are entitled to a commission for the referrals they generate based on the market, product, and value of the sales opportunity.

What types of training are offered?

For a full list of the classroom training sessions we offer, please consult a member of the Partner Program Staff for a full course catalog.

Visit our Partner Portal home page to register for upcoming webinars and online training.

Contact Us

Partner Name

🔒 Manage External Authorization

Please provide some information about yourself.

The First Name and Last Name you provide will be displayed alongside any comments, forum posts, or ideas you make on the site.

The Email Address and Phone number will not be displayed on the site.

Your Organization and Title are optional. They will be displayed with your comments and forum posts.

Your Information

First Name *

Maud

Last Name *

Ward

E-mail *

mward@minitab.com

Office Phone

8147533545

Organization Name

Title

Marketing Graphic Designer

Nickname

Web Site

Public Profile Copy

Preferred Language

🔍

How may we contact you? Select all that apply.

☑ Email
☑ Fax
☑ Phone
☑ Mail

Update

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