

Zebra BI Partner Program

2 Partner Programs

Consulting Partner

Provides training, consulting services and support to Zebra BI users.

Requirements

At least 1 Zebra BI Certified Consultant.

Referral fees

No referral fees. Can be arranged for special promotional activities.

Reseller

Provides full solutions that include Zebra BI, services, and other products.

Requirements

Consulting partner + full-time customer facing salesman + sales quota.

Reselling fees

50% of first year's revenue for subscriptions.

Consulting Partner

Provides implementation, support, and consulting to Zebra BI users

Benefits

- + 100% revenue from all Zebra BI related services (training, consulting, support)
- + Free Zebra BI training materials (presentations, Excel exercises, examples)
- + Access to technical training
- + Receives best-practice report templates
- + Support Center portal
- + Listed at <https://zebra.bi/partners/>

Requirements

At least 1 Zebra BI Certified Consultant.

Zebra BI Certified Consultant

Reporting professional, BI consultant, controlling specialist

Requirements:

1. Must submit 3 report pages created with Zebra BI
2. Zebra BI annual exam

Fee

238,80€ for annual certification test, includes a Zebra BI license for internal use and sales activities

Reseller

Provides full solutions that include Zebra BI, services, and other products

Benefits

- + Consulting partner benefits
- + Ability to “register” leads
- + Referral fee

Referral fee

50% of first year’s revenue for subscriptions

Requirements

- Consultant Partner
- + full time salesman
- + sales quota

Deal Size

Minimum 10 users

Deal Timeline

Must close within 6 months of lead submission. Payment on net new deals that exceed 6 months is at Zebra’s discretion

Reseller

Provides full solutions that include Zebra BI, services, and other products

Involvement in Sales Cycle

Partner must own a minimum of 50% of the sales cycle (as determined by the Account Executive) - Sales Assistance:

1. Sales call
2. Perform requirements analysis
3. Demo
4. On-site sales support

Lead Registration Requirements

Must be approved by Zebra BI.

Reasons for rejection include:
"Zebra strategic", outside of defined territory, already in contact with customer, or another Partner already engaged.

3 Steps to Become a Zebra BI Partner

1. Zebra BI will provide you with

Zebra BI Partner Programs

Zebra BI Partner Application Form

2. After receiving your Application Form, we will send you

Partner Agreement

An invoice for the annual certification test and Zebra BI license

3. After signing the Partner Agreement, you will receive

Training Manuals

Zebra BI templates

Additional Rights & Obligations

Partner

1. Partner must uphold the best interests of any and all end customers.
2. Partner must adhere to the terms of the Zebra End User License Agreement (EULA) and assist in the enforcement at end customers.
3. Partners must perform in a professional manner and not damage Zebra BI reputation. This includes events when a defect in the Zebra BI is discovered.
4. Partner must not develop or offer competitive tools of any kind.

Zebra BI

1. Zebra BI will provide the necessary technical support regarding Zebra BI software (2nd Level Support).
2. Zebra BI will make available training suitable for passing the certification exam.
3. Zebra BI will provide materials and exercises for training programs
4. Zebra will promote Partners in good standing and allow the Partners to promote their status as Zebra BI partners.
5. Zebra BI will recommend partner's consulting services to prospects or existing customers if required.