



Partners Program

Introduction to eazyBI Partner Program

- > Designed to help partners better serve their customers.
 - > Focuses on building long-term relationships.
 - > Offers training, extended support, marketing and sales resources.
 - > Enables partners to deliver eazyBI-related services directly, while eazyBI focuses on development and core support.
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Who Are easyBI Partners?

Consulting Companies

Independent consulting companies specializing in data analytics, business intelligence, and software implementation often become easyBI partners to expand their portfolio of services and provide data analytics solutions to their clients.

Training Companies

Training organizations that focus on educating businesses and individuals on Atlassian products may partner with easyBI to include data analytics training in their offerings.

System Integrators

System integrators who help businesses integrate and customize various software solutions may include easyBI as part of their integration services.

Technology Companies

Technology companies that offer complementary products or services to easyBI may form partnerships to create integrated solutions that add value to their customers.

Who Are eazyBI Partners?

Regional Resellers

Some partners may focus on reselling eazyBI licenses and related services in specific regions or countries.

Atlassian Solution Partners

Companies that are Atlassian Solution Partners can become eazyBI partners to extend their expertise into data analytics and reporting, leveraging their specialization in Atlassian products.

monday.com Experts

Companies that specialize in monday.com products can become eazyBI partners to extend their expertise into data analytics and reporting.

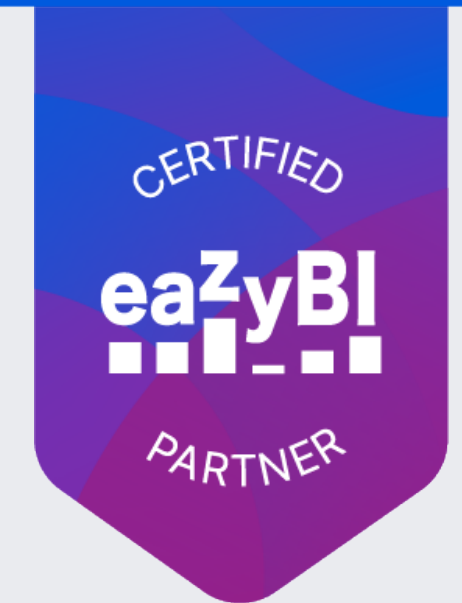
eazyBI Partner Program Levels

PARTNER

They can be niche consulting firms or companies with experienced eazyBI specialists, offering product knowledge, license sales, and implementation services for eazyBI with Atlassian and/or monday.com



CERTIFIED PARTNER



Highly trained and committed to their eazyBI practice and delivering value to our customers. They have made investments and resource commitments to provide advanced product knowledge, product configuration, and robust implementation services.



Requirements to become easyBI Partner or Certified Partner

	Requirement	Partner	Certified Partner
1	You have to be an Atlassian Solution Partner, monday.com Work Platform Made For Work, Designed To Love Solution partner, or a business software solution provider/ consultancy company	✓	✓
2	easyBI Specialists in the Partner Company	2 easyBI Specialists	3 Certified easyBI Specialists
3	You should have an up-to-date easyBI demo, test, development, or a regularly used internal production environment	✓	✓
4	You should be able to provide easyBI-related services, for example, easyBI setup, configuration, basic demo, report creation, and customer account management; answer basic customer questions	✓	✓
5	Partner should have a proven historical record of providing easyBI-related services.	✓	✓
6	Partners should be able to implement customer solutions on their own or with easyBI support assistance	✓	
7	easyBI Certified Partners should be able to implement more advanced easyBI solutions for customers independently and be able to serve other customers, as they are proficient in easyBI		✓
8	We expect easyBI Certified Partners being able to provide internal knowledge sharing and first-level support to new colleagues		✓
9	KPI on annual license Sales* (varies by partner company type; does not apply to companies offering services only) only for those who sell licenses	2	4

Benefits of Partnering with eazyBI

- > Gain market differentiation and access to priority support
 - > Create new business opportunities
 - > Support for marketing, enablement, sales, and technical needs
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Partner Benefits

Benefit	Partner	Certified Partner
ENABLEMENT		
Partner profile on https://eazybi.com/partners	✓	✓
Free eazyBI Training course to the Partner, as a first stage of becoming a Certified Partner		up to 5 entries
Partner certificate - eazyBI Certified Partner		✓
eazyBI Certified Specialist Certificates to all Consultants after training and exam are successfully passed		✓
On-demand technical partner Q&A session - upon availability		✓
MARKETING		
Marketing and sales resources	✓	✓
Access to eazyBI partner portal	✓	✓
Promotion at eazyBI events (eCD) – mention Certified partners during partnership presentation and new Certified partners announcement		✓
Announcement in eazyBI newsletter and social media	✓	✓
Partner co-marketing (mutual events, webinars, use cases etc.)	✓	✓
Partner event sponsorship upon availability	✓	✓
Authorization to use the eazyBI Partner logo and badge	✓	✓
Lead Sharing Certified partners can receive new country-level evaluation leads		✓
eCD partner ticket discounts (Speaker - free)	50% off	Free ticket

Partner Benefits

Benefit	Partner	Certified Partner
SALES		
A free unlimited "easyBI for Jira", "easyBI for Confluence" (Cloud, DC), or "Private easyBI development license for internal use, development, and/or demo needs.	✓	✓
Standard Atlassian discounts - % depending on Atlassian Marketplace Level (Silver, Gold, Platinum)	✓	✓
Product Release Update Webinar for Partners	✓	✓
Option to meet on-site/online with key customers inviting easyBI representative	✓	✓
Annual Partner Meeting with Partners Manager	to go through the results	mandatory to prolong Certified Partner status
SUPPORT		
easyBI extended support and onboarding	✓	✓
Priority easyBI Support		✓
easyBI manager direct contact (SPOC) for non-technical questions		✓

SIMPLE
THINGS
EASY,
COMPLEX
THINGS
POSSIBLE

Join the eazyBI Partner Program

- > Explore collaboration opportunities.
- > Access exclusive benefits.
- > Contact partners@eazybi.com for more information.