



Channel Partner Benefits

Quick Reference Table

Benefits	Authorized Sales	Premier Sales	Premier Sales Solutions
Readiness			
Starter Kit/Partner Program Guide	•	•	•
Free pre-sales engineer support		•	•
Free sales training (web-based)	•	•	•
Product training (instructor-led & web-based)	50% discount	50% discount	50% discount
Solution trainer workshop			One person free, 50% discount for each additional
Sales & Marketing			
Go-to-market sales tools	•	•	•
Marketing resources and support	•	•	•
Listing on Mindjet partner locator *		•	•
Eligibility for partner spotlight		•	•
Technical/Software			
Access to 'Fast track' technical support	Free web form support, 6 phone incidents	Free web form support, 12 phone incidents	Free web form support, 12 phone incidents
Not-for-Resale (NFR) software (limited)	•	•	•
Beta program participation			•
Technical updates & advanced product information	•	•	•
Communications			
Access to PartnerZone	•	•	•
Partner e-newsletter subscription	•	•	•
Named Mindjet channel manager		•	•
Access to partner-to-partner network		•	•
Free quarterly webinars	•	•	•
Semi-annual business plan review		•	•

* In some emerging markets Authorized Sales partners may be listed in the partner locator