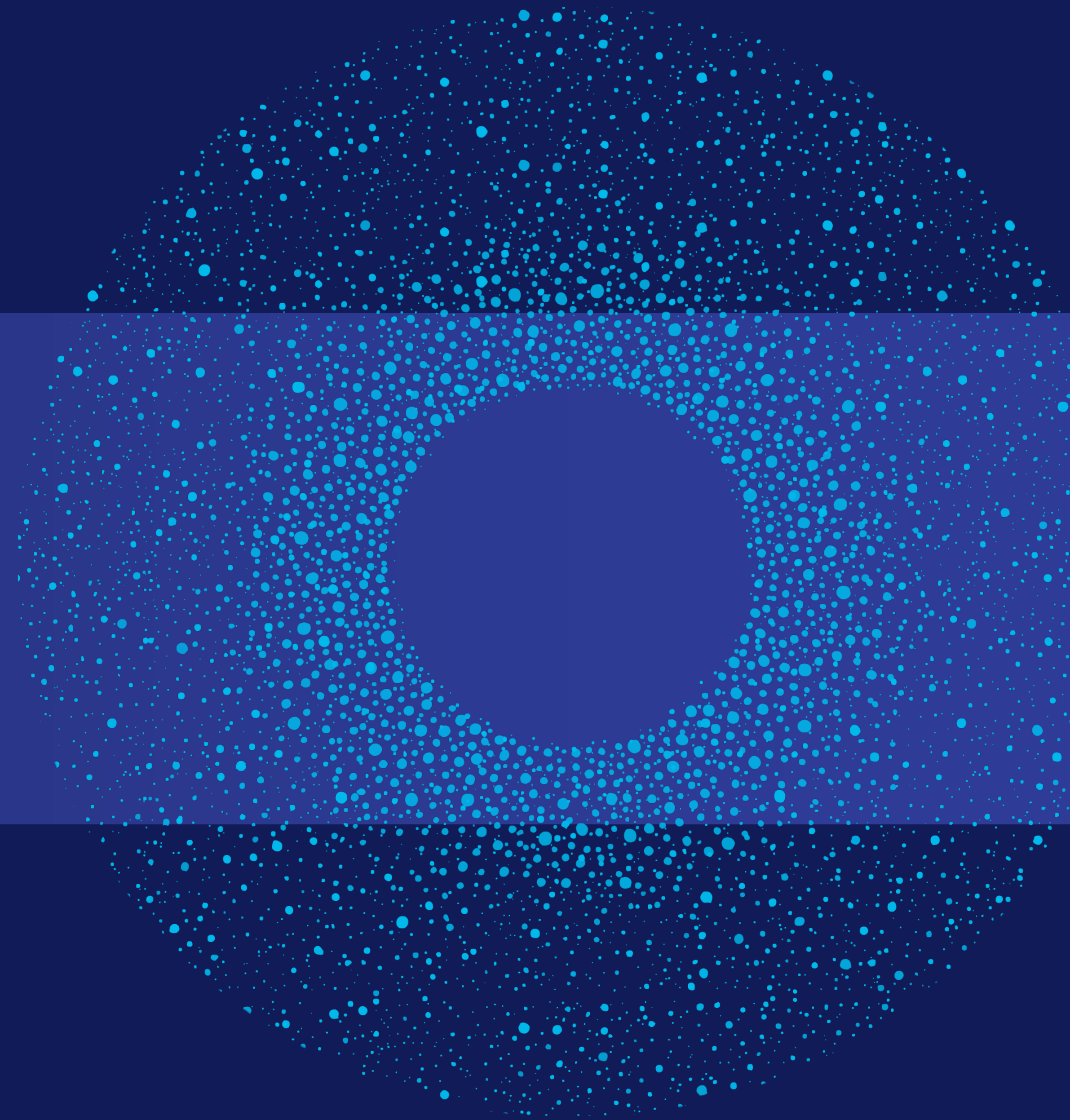


opentext[™] | Partner

GPP Overview Brochure

July 2017

The Information Company[™]



About the Program

When you enroll as a member of the OpenText Global Partner Program (GPP), you are teaming up with the market leader in Enterprise Information Management.

OpenText is dedicated to establishing relationships with the best resellers, services, and technology providers to ensure customer success. As partners, we will work cohesively to implement and support new and evolving industry standards and cutting-edge technologies.



How it works

Partners enroll in a specific program (see next page) and are measured against annual attainment requirements. Partners move through program tiers upon over-achievement of targets. Our different partnership levels make it easy for any organization to partner with OpenText, based on varied levels of commitment and business goals.



Reseller Program: Registered Partners are invited to participate based on channel coverage requirements.

Services Program: Subcontractor Partners are invited to the GPP by OpenText Professional Services.

Technology Program: Registered Partners have a business opportunity and require OpenText software to deliver a solution.

Partner Programs



Referral Program

The Referral Program allows companies to earn finder's fees for their effort in sourcing a net new customer lead for License, Subscription and Professional Services. A 5% or 10% finder's fee is paid if the deal closes within 12 months of registration, pending internal approvals.



Reseller Program

The Reseller Program enables partners to market and sell OpenText products and solutions. Transactions are completed through the partner by proactively developing pipeline through marketing efforts.



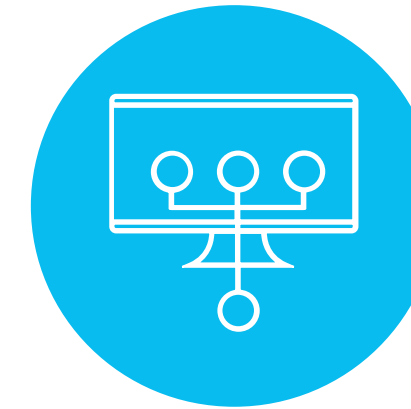
Service Provider Program

The Services Program is for select regional system integrators and consulting firms who wish to implement OpenText solutions. The program requires members to be certified for the given product suite to maintain status within the program.



Service Provider Program – Limited Reseller

Upon approval, OpenText Services Partners have the ability to resell opportunities based on the Limited Reseller Agreement process. Each opportunity must have an approved and signed LRA.



Technology Program

Technology Providers are vendors whose software/hardware offerings complement and extend the value of OpenText products. These partners offer best-of-breed technology components, seamlessly integrated with OpenText products and services.

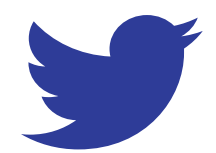


Support Program

The invitation only Support Program enables Customer Support approved partners to provide support direct to their customers.

opentext[™] | Partner

Contact Us



twitter.com/OTGPP



OpenText Partners

partners@opentext.com