



SailPoint Admiral
TOP DELIVERY PARTNER

Recognized Delivery Partners

- High Rate of Successful Customer Implementations
- Full Platform Delivery Capabilities
- Certified Identity Professionals

More Information

Visit SailPoint's Partner Portal:
sailpoint.partner.com

Or

Email us at:
deliverypartners@sailpoint.com

Partner Delivery Strategy

At SailPoint we rely heavily on our partners to ensure that customers are delighted with their SailPoint solution. Partners with a proven history of customer IGA implementation success, delivery of best-in-class services engagements, and those who have demonstrated commitment to our joint business are recognized as SailPoint Delivery Admirals.

Delivery Admiral Qualification

To qualify as a recognized Delivery Admiral, a partner must achieve high scores in the following areas:

- **Customer Success**
The SailPoint Customer Health Score is comprised of factors such as solution adoption, customer referenceability, retainability, Customer Net Promoter Score and several other indicators. To become a Delivery Admiral, customer health scores must be in the top 10% of all SailPoint customers.
- **Delivery Experience**
Consistent customer success is paramount to identifying our most qualified partners. To reach Delivery Admiral status, partners must have completed the designated number, according to geographical location and industry, of successful implementation projects within the past two years.
- **Resource Competency**
Successful delivery of an IGA solution requires exceptional delivery resources. SailPoint Certified Identity Professionals are uniquely qualified to lead, implement and maintain complex IGA projects. In order to become a Delivery Admiral, partners must maintain a minimum of four SailPoint Certified Identity Professionals on staff.
- **Continuing Education**
As our product portfolio expands, we depend on partners to maintain the skills and resources needed to successfully deliver the entire SailPoint platform. Delivery Admirals have a track record of consistently meeting this requirement.