

A photograph of two business people shaking hands in a modern office setting. The image is overlaid with a blue diagonal shape on the left side, which contains the title text. The background is a blurred office environment with other people working.

# Partner Program Overview

**celigo**

Interested in becoming a Celigo Partner?  
Learn more at [www.celigo.com/partners](http://www.celigo.com/partners) today!

# Celigo Partnering Opportunities

Celigo offers two distinct types of partnerships built to scale for organizations of all shapes and sizes.

## Referral Partners

Referral Partners range from e-commerce specialists and logistics providers to implementation specialists and large multinational consultancy firms. Despite the differences in these organizations, there is one constant: they all count on Celigo to handle their trusted customer's data integration needs.

Referral Partners introduce Celigo to their existing customers and prospects because of our deep expertise rooted in NetSuite, Salesforce and beyond. By simply referring business on a transactional basis, Celigo handles the sales and implementation processes and not only creates a happy customer, but enables the overall solution for our valued Referral Partner.

Referral Partners receive a one-time commission on the first year subscription revenue associated with clients they refer to Celigo. There is no upfront or ongoing cost to be a Celigo Referral Partner.

## Solution Provider Partners

Solution Provider Partners are those that have strong competencies in the software implementation and integration domains. Celigo trusts these Solution Providers to both sell and implement a subset of our products. These partners are certified from a sales and implementation perspective on a product by product basis to ensure their knowledge of the Celigo value proposition, use cases of our SmartConnectors, and implementation methodology. All of these attributes are well engrained into Solution Provider Partner's organization and just as much a part of their overall culture as they are at Celigo.

Solution Provider Partners have made a strategic investment of time and resources and enjoy a commission on the initial subscription, perform implementation services on their paper, provide Tier 1 support, and receive ongoing renewal commissions. Solution Provider Partners build an ongoing revenue stream around our best of breed products that can scale to their business needs.

## Benefits of Partnering with Celigo

- Sales and Technical centric training and certifications
- Access to media libraries
- Deal Registration with real time tracking visibility
- Access to Celigo Resources
- Custom Customer/Prospect Landing Pages to standout from the competition
- Commission on Initial Sales and Renewals

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