

Teclib' partnership program

The Teclib' Partnership Program is the framework for collaboration between Teclib' and you, our partners, offering a wide range of benefits, training resources, certifications, and rewards to ensure our mutual success.

Our Partnership Program is designed to optimize your profitability and make sure you are competent, regardless of your transaction model - whether it is resell, services or technology focused.

Your achievement and prosperity are important to us, that's why we are committed to rewarding you for contributing and investing in us.

Learn more about the benefits of our Partnership Program and align your business with the fast growing Open Source Solutions powered by Teclib'.

Why become a partner?

-  Acknowledgement of the work accomplished by using and contributing in open source R&D projects
-  Collect end-users requests and provide them rapidly, with high quality and suitable solutions
-  Provide adapted services that enable cost savings to your end-customer
-  Opportunity to earn additional margin and/or recurring revenue
-  Marketing, promotion, training, and progressive relationship benefits for eligible partners
-  Competitive advantage to be supported by Editors' product experts to win new deals
-  Priority access to the development team in order to submit applications, contributions and new feature suggestions

How to make your business grow?

As an eligible Partner, you develop your customers network by providing them integration services for Teclib' solutions implementation and packaged professional services to support them.

Consequently, your end-customers participate indirectly in permanent solutions' enhancement, and thus, in the improvement of quality of software and services you provide.

Get started !

Decide what level of Partnership Program is right for your business model, and accelerate your time to the first transaction.

Partnership program

SERVICES	PLATINUM	GOLD	SILVER
Partner's profile	Platinum Partners demonstrate the highest levels of commitment to the Teclib' Solutions. They have the capacity to repeatably deliver successful projects to their enterprise customers, and operate globally or across a significant area.	Gold Partners demonstrate the capability to deliver Teclib' Solutions.	This is the entry level into Teclib' Partnership Program. These Partners take initiative to build a practice around Teclib' Solutions.
Annual participative fee	38 400 €	9 600€	1 200€
Promotion on teclib.com	Logo, location and activity description	Logo, location and activity description	Logo, location and activity description
Promotion on community web site	Logo and activity description	Logo and activity description	Logo and activity description
Newsletter	Announcements, press releases, product news	Announcements, press releases, product news	Announcements, press releases, product news
Marketing promotion	2 participations in the business partner events, co-marketing events	1 participation in the business partner events	Not available
Product training	Access to training sessions **	Access to training sessions**	1 hour of remote master class
Product certification	3 functional consultants	1 functional consultant	Not required
Pre-sales assistance	By Teclib' experts	By Teclib' experts	Not required
Assistance during the project's implementation phase	20% discount price (cf man / days pricing)	15 % discount price (see: man/days pricing)	10 % discount price (see: man/days pricing)
Access to the suggestion box	To submit features requests	To submit features requests	To submit features requests
Priority access to the product owner	To submit priority functional requests	To submit priority functional requests	Not available
Access to roadmap	Features are added to the roadmap planning with IT support of requested functionalities in core*	Requested functions are studied and put into the waiting list to be included in the roadmap*	Requested functions are studied and put into the waiting list to be included in the roadmap*
Resale of Teclib' solutions to final customer	20% discount on catalogue price list	15% discount on catalogue price list	10% discount on catalogue price list
SaaS offer	Available	Available	Not available
Leads generation by Teclib'	Protection of leads	Protection of leads	Shared leads
Unlimited Editor's support (Level 3) with SLA	5/7 days, 10 AM – 5PM; UTC +1:00; Logging 4 hours; Bug resolution 12 days ***		

* See: Partnership Contract. ** See brochure *** Contact sales team to personalise SLA.

Become a "Registered Member" ! FREE!!

You use and practice around at least one Teclib' Solutions?
Subscribe and become a Member of our Community in order to get a range of interesting benefits.

- **Promotion on teclib-edition.com and on community websites:** name of the organisation and website URL
- **Newsletter:** announcements, press releases, product news



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