



Solution Partner Program: Benefits & Requirements Summary



Consult. Sell. Customize. Implement.
Earn and grow with Freshworks.

As a Freshworks Solution Partner, you are empowered with a suite of products that are built to delight and supported by our team of dedicated experts, while you increase your revenue channels and grow. All this, at **zero cost**. Truly a partnership made to delight.

We have a **multi-tier Solution Partner Program**, split into 3 tiers, each with its own opportunities, rewards, and incentives. As you grow in the partnership, so do the benefits!



Here's a quick rundown of each tier and what you can expect:

BENEFITS	Silver	Gold	Platinum
Dedicated Channel Manager, Solution Engineer, CSM, Support SPOC's			Yes
CSM and Support SPOCs	Yes	Yes	Yes
SE-Partner Engagement and Upskilling	Yes, Lighter version	Yes	Yes
Partner Growth (Growth Playbooks, Vertical and Horizontal Pitching, etc.,)	Yes, Lighter version	Yes	Yes
Commissions	Yes	Yes	Yes
Opportunity for professional services		Yes	Yes
Business Plan Rebate		Yes	Yes
Access to partner team for deal pursuit	Yes	Yes	Yes
Access to a partner portal and self-service enablement	Yes	Yes	Yes
Zero cost certification and badges	Yes	Yes	Yes
Marketing Funds (MDF)	Yes	Yes	Yes
Lead Distribution		Yes	Yes
Marketing SPOC		Yes	Yes
Listing in the Partner Directory		Yes	Yes
Access to community forums and newsletters	Yes	Yes	Yes
Business Partner Council membership			Yes

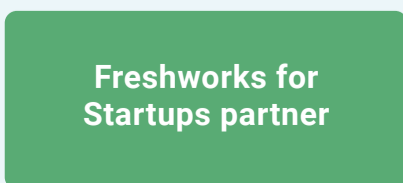
*Yes - Conditions apply. This benefit only applies to Silver and Gold partners if they commit to 100% target achievement.

Are you looking for a different program?

Integrate your solutions as a



Delight your startup community as a



Refer our products and earn as an

