

Ivanti Partner Program Benefits

Summary

Benefits within our program are aligned to specific tiers within the Channel Sales Partner Program. This overview outlines the benefits that may be available to you from the day you sign an agreement with Ivanti.

Business Development	Description of Benefit
Advisory Council	By Invitation only, partners may be invited to participate in our Advisory Councils, bringing representatives from our strategic partners together in a forum for sharing information to enable and guide the betterment of these partnerships. This group will be used to solicit feedback and guidance on Ivanti offerings and solutions, channel operations and management and field engagement and enablement to better meet the needs of our partner community.
Named Partner Sales Manager	Depending on your tier within the program, our focused and strategic partners have a named Partner Sales Manager who will work one-to-one with you.
Sales Engineering	Get access to our highly experienced Sales Engineers to support your team's enablement and ultimately support customer engagement.



Marketing & Communications	Description of Benefit
Access to Ivanti's Partner Portal	Every partner in our program has access to our Partner Portal, which holds specific curated content, price books, deal registration, marketing tools and resources to empower your entire organization.
Campaign Central	Every partner has access to content that has been built by our own highly experienced marketing team. This includes campaign playbooks, buyer personas, copy for emails and landing pages and more. This content is available not just for education: you can also use this content in your own demand generation activities.
Marketing Development Funds	We make investments in partners that have made investments in Ivanti and are aligned to our strategic partnerships. Funding may be available to support our partners' demand generation efforts.
Partner Communications	Our communications include information that our partners need to conduct business, from product launch updates to webinars and everything in between.
Social Marketing	Ivanti's social platform is Advocacy by Sprout, using expertly curated content from our own social media team. Partners have access to this platform, so you can simply log in and easily share content across your own social media platforms.
Posting on Ivanti Partner Finder	Partners can be listed (and found!) on Ivanti's Partner Finder. All you need to do is submit a form.
Ivanti Partner Logos	Partners have access to Ivanti Partner tier logos to use on your websites and materials.
Press Release Activities	Depending on your partnership level, you can work with our PR organization to amplify messaging around our partnerships and initiatives.
Ivanti Event Participation	Ivanti hosts several events across the globe — whether partner-facing or customer-facing. As applicable or appropriate, partners are invited to these and encouraged to invite customers! Published on our Partner Portal and updated weekly, partners can view our events calendar
Sponsorship Opportunities	With Ivanti-hosted/managed events, there are many opportunities for a partner to become a sponsor. Ivanti publishes a prospectus for those events that are open for sponsorship.
Ivanti Momentum User Groups	Ivanti's Customer Experience team manages regional User Groups across our portfolio. This is an invitation-only program.

Products, Solutions & Support	Description of Benefit
Access to Technical Knowledge Base	Within our community, our support engineers, product management team and others publish articles within our knowledge base. Partners have access to this from day one.
Non-Production Demo License*	Available on request.
Product Roadmap Updates	Through the Partner Portal, you'll have access to Ivanti's product roadmaps, a shared source of truth that outlines the vision, direction, priorities and progress of Ivanti products over time.

Enablement & Training	Description of Benefit
Partner Onboarding	Onboarding is available to new partners and new partner employees, providing an efficient process for partners to understand and leverage the Ivanti Partner Program and resources to grow their business.
Sales Enablement & Training	Enablement is critical to building a profitable and predictable business. Our goal is to enable partner sales teams to identify, qualify and successfully manage sales cycles from start to finish, as we do for our internal sales teams. We provide enablement, training, tools and resources across all Ivanti product lines and solutions. These resources are designed to give you the edge against your competitors and help you win.
Technical Sales Enablement & Training	Our partner-specific training tracks are specifically designed to enable a partner's technical resources to effectively position and demonstrate the value of Ivanti products and solutions. Developing the technical competencies necessary to present the value of multiple Ivanti products and solutions to facilitate cross-selling is a key competitive differentiator and a focus of the Ivanti Partner Program.
Ivanti Advantage Learning	Ivanti Advantage Learning is a learning program designed to develop the deep technical capabilities necessary to sell and service Ivanti products and solutions. Ivanti offers both free and discounted seats at instructor-led live and online courses. Sales and Technical learning paths and certifications are available to partners.
Solution Selling	Solution Selling and enablement is available to our partner community via events, our Partner Portal and our Advantage Learning platform. Selling pre-integrated Ivanti products enables you to offer differentiated solutions for solving larger, more complex business challenges for customers.
Value-based Selling	Value-Based Selling and enablement is available to our partners, aimed at developing the competencies to communicate the value of Ivanti products and solutions in business terms that are relevant to the customer. This approach facilitates shorter sales cycles and greater deal profitability.
Ivanti Sales Play Books and Battlecards	Ivanti Sales Playbooks and Battlecards are assets designed to enable the partner to effectively sell Ivanti solutions. Playbooks are end-to-end guides that help identify, qualify and sell Ivanti solutions that address critical customer use cases and business challenges. Battlecards are portable, one-page reference cards providing brief, easy-to-read content to help you better position Ivanti solutions for targeted customers.



Interested in becoming an Ivanti Reseller?

[Apply Today!](#)

**We reserve the right to charge partners where costs are incurred by Ivanti.*

About Ivanti

Ivanti elevates and secures Everywhere Work so that people and organizations can thrive. We make technology work for people, not the other way around. Today's employees use a wide range of corporate and personal devices to access IT applications and data over multiple networks to stay productive, wherever and however they work. Ivanti is the only technology company that finds, manages and protects every IT asset and endpoint in an organization. Over 40,000 customers, including 88 of the Fortune 100, have chosen Ivanti to help them deliver an excellent digital employee experience and improve IT and security team productivity and efficiency. At Ivanti, we strive to create an environment where all perspectives are heard, respected and valued and are committed to a more sustainable future for our customers, partners, employees and the planet. For more information, visit [ivanti.com](https://www.ivanti.com)

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