

Deputy Partner Types: Comparison Chart



Easily understand and compare the Deputy partner types to see which program best suits your needs.

| | Referral Partner | | | Reseller Partner | |
|------------------------------|---------------------|----------------------------|--|------------------|---|
| | Referral Partner | Certified Referral Partner | Referral Technology Partner <small>(has Deputy integration)</small> | Reseller Partner | Certified Professional Services Partner |
| Requirements | | | | | |
| Customer prospecting | Partner | Partner | Partner | Partner | Partner |
| Trial initiation | Partner | Partner | Partner | Partner | Partner |
| Demo & sales support | Deputy | Deputy | Deputy | Partner | Partner |
| Implementation & set up | Deputy | Deputy | Deputy | Deputy | Deputy |
| Billing owner | Deputy | Deputy | Deputy | Deputy | Partner |
| On-going support | Deputy | Deputy | Deputy | Deputy | Partner |
| Certification | ✗ | ✓ | ✗ | ✗ | ✓ |
| Benefits | | | | | |
| Commission | up to 17% for 12mo* | up to 20% for 12mo* | up to 20% for 12mo* | up to 25% APR* | up to 30% APR* |
| Partner logo | ✓ | ✓ | ✓ | ✓ | ✓ |
| Certification badge | ✗ | ✓ | ✗ | ✗ | ✓ |
| Listing on Deputy website | ✗ | ✓ | ✓ | ✗ | ✓ |
| Marketing support | ✗ | ✗ | ✗ | ✓ | ✓ |
| Dedicated Partner Manager | ✗ | ✓ | ✓ | ✓ | ✓ |
| Access to Partner Portal | ✓ | ✓ | ✓ | ✓ | ✓ |
| Access to Partner Newsletter | ✓ | ✓ | ✓ | ✓ | ✓ |

*Subject to volume of business