



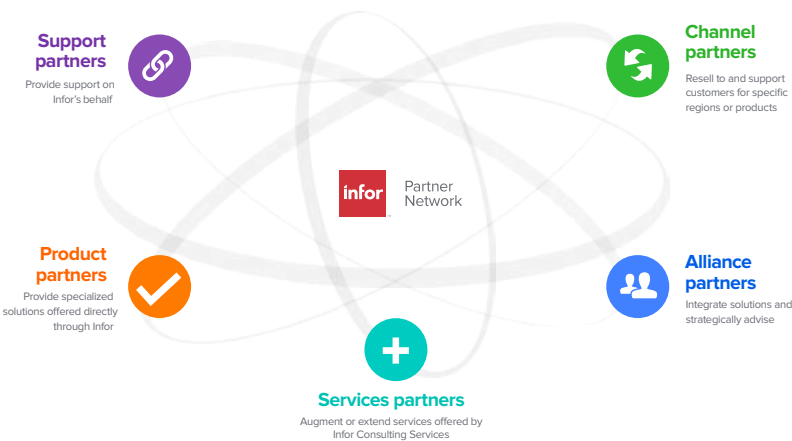
Partner Network



About Infor Partner Network

The Infor® Partner Network (IPN) is a global ecosystem of people, systems, and services designed to ensure that Infor Partners receive the highest quality of training, support, and enablement in the industry.

The Infor Partner Network is an extension of Infor’s reach, allowing for greater breadth and depth as we go to market. When creating this program, we placed at its center the experience of the user—you. We recognize that you, our partners, are critical to our growth initiatives and ultimate objective: to deliver innovative technology suites that are beautiful, functional, and easy to use.



Our strategy

Unlike many partner networks in our competitive landscape, the goal of our partner program is to build a route to customers that demonstrates how deeply we value the expertise and experience our partners have in specific industries and micro-verticals.

At our very foundation, our program tenet is not to flood the market with partners simply for the purpose of maximizing geographical coverage, but rather to organize a skilled team of partners who are committed to grow with Infor and to provide customers with solutions that have industry-specific functionality and that support critical micro-vertical processes.

The relentless pursuit of partner excellence: Elevate. Evolve. Exceed.

Our ongoing commitment to our partners is to continue to improve the IPN program in collaboration with our partners, delivering on your vision by squarely focusing on what our partners have told us is most important.

The path to channel excellence is not a linear journey but a cyclical one, marked by its key components:

Elevate

To help you improve your capabilities, service, and customer value, we continuously invest in providing you with an arsenal of tools, skills, and resources in areas you've told us are most important.

Evolve

To help taking your business to the next level and stay ahead of the market, we've developed a platform for partners to create and deploy a growth strategy that's right for you.

Exceed

To arm you with what you need to over-deliver on your goals and expectations, we're committed to delivering multiple ways for you to grow your revenue stream.

Expanded Benefits

Our IPN mission is to provide partners with world-class solutions to sell, the highest level of individual service, and a rich enablement program that serves as a foundation for building a profitable, predictable, and growing business.

Partner benefits include:

-  Tiered performance structure
-  Global rules of engagement
-  Clear market definition
-  Highly competitive commission rates
-  Innovative performance incentives
-  Multiple ways to earn commission
-  Advanced demand generation tools
-  Micro-vertical specializations program
-  Value engineering resources
-  Training and enablement
-  Infor CloudSuite Academies

More information

To learn more about Infor's leaders, solutions, services, and the industries we serve, visit infor.com. For more information about partnership opportunities, visit infor.com/partners.

