



Level	Annual Commitment ¹	Benefits ²	Additional Program Options			
Premier	<ul style="list-style-type: none"> Global partners - By invitation only Minimum 20 registered projects³ Executive Sponsorship 20 Certified Consultants³ 	All Business Plus Partner Benefits, plus: <ul style="list-style-type: none"> Dedicated Sales and Technical Services team Joint Solution Development & GTM Investment Enterprise Solution Management Joint field engagement with additional field incentives for joint GTM 	Consulting Partner	Solution Bundling	Solution Reseller	OEM Licensee
Business Plus	<ul style="list-style-type: none"> \$4 million revenue license or influence 25% of influence partner-sourced³ 10 registered projects³ Opportunity forecasting Joint Business Plan and Quarterly Business Reviews 10 Certified Consultants 	All Business Partner Benefits, plus: <ul style="list-style-type: none"> Enhanced Partner Support Joint Business Planning Targeted Account Incentives Jumpstart Onboarding Project Success Package Preferred Promotion and Field Engagement 	Subcontracting relationship with Adobe Professional Services Commitment: 5 Certified Consultants trained on at least three packaged service offerings Must meet minimum partner-sourced influence commitment Benefits: Discount on Adobe Professional Services Service referrals and subcontracting opportunities	Support for repeatable Partner solution frameworks Commitment: \$4 million annual license revenue per solution Benefit: Endorsement of and marketing investment in repeatable solution frameworks Negotiated pricing on licenses attached to solution sales Additional field incentives for Adobe Sales and Partners	Reselling of software licenses, maintenance & support Commitment: \$1 million annual resale and qualified provider of first-line technical support Benefits: Discount on product purchases, M&S contracts and renewals Special pricing assistance and Deal Desk Support	Licensing of Adobe products for Partner products or hosted services Commitment: Annual license revenue commitment Benefits: Negotiated pricing and support services
Business	<ul style="list-style-type: none"> \$1 million revenue license or influence 25% of influence partner-sourced³ Minimum 4 registered projects³ Opportunity forecasting Mini Business Plan and Annual Business Review 4 Certified Consultant³ 	All Community Partner Benefits, plus: <ul style="list-style-type: none"> Adobe Partner Manager & Solution Engineer Support Deal Registration Rebates³ Development Software and Support Architectural Consultation Partner Helpdesk 	<div style="border: 1px solid black; padding: 10px; background-color: #e6f2ff;"> Adobe Enterprise Developer Program Community Partners are encouraged to subscribe to the Adobe Enterprise Developer Program (AEDP) for access to Development Software, Support, and other benefits. http://www.adobe.com/devnet/aedp.html </div>			
Community	<ul style="list-style-type: none"> Partners at all levels must accept program Terms and Conditions, all applicable agreements, initial application form and update partner profiles annually 	<ul style="list-style-type: none"> Business and Product Communications Invitations to live and Web Events Sales and Technical Training Opportunities Solution Promotion Opportunities Partner Directory Listing 				

¹See Commitment Definitions.

²See Benefits Definitions. Some benefits subject to availability.

³System Integrators and Interactive Agencies only.