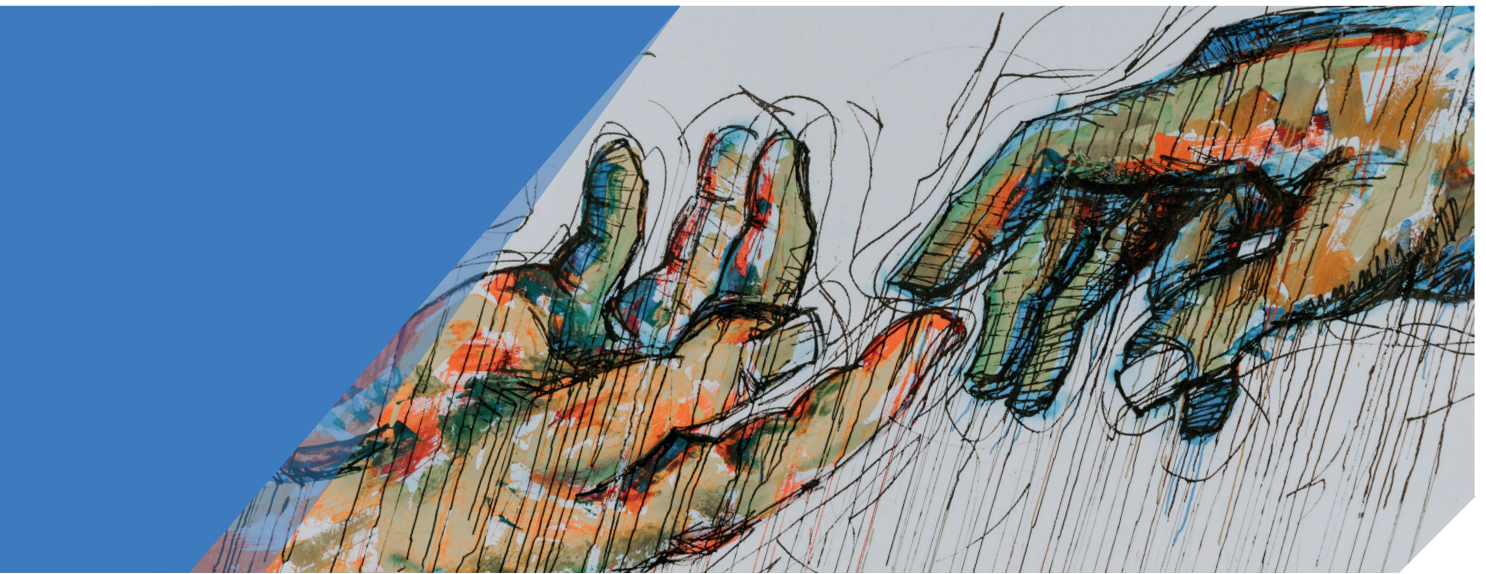


BlueSpice Partner program

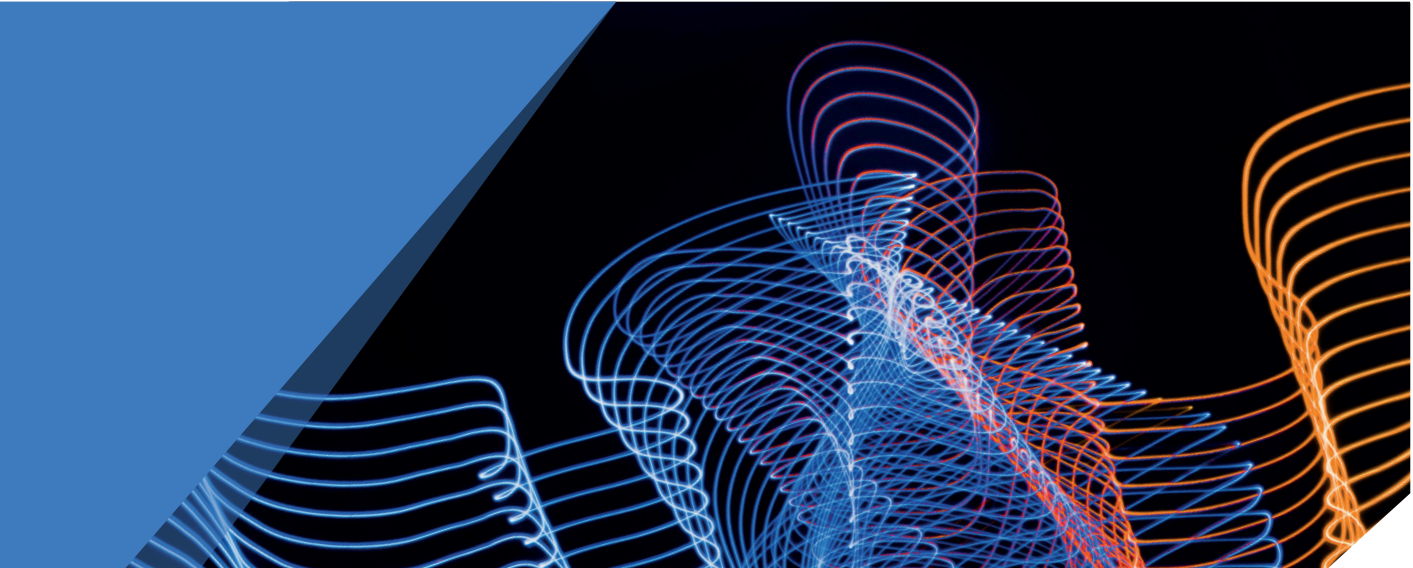


Expand your portfolio, gain new long-term customers and increase your sales with our enterprise wikis.

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BlueSpice - a product with prospects



BlueSpice is the enterprise distribution of MediaWiki, the software of Wikipedia. This makes BlueSpice part of the largest open-source wiki project in the world. The wiki software undergoes continuous development and is based on current web standards. This guarantees long-term availability, stability, and performance for BlueSpice users with complete transparency of the technical basis.

BlueSpice is optimized for professional use in companies and organizations. Hundreds of small and medium-sized companies or global players use our software to secure and manage business-critical knowledge in the best possible way.

The fair and transparent licensing model is perfect for BlueSpice users.

And of course, BlueSpice is available permanently as an on-premises solution or in cloud hosting.

The software by leading MediaWiki experts:
Hallo Welt! GmbH started developing BlueSpice in 2010.

Growth for BlueSpice partners

Partners benefit from a growing open source market and secure the following advantages:

- Increased visibility, marketing and sales support
- An attractive and flexible product for every use case
- Satisfied customers with long-term commitment via our subscription model
- Lead and existing customer protection
- Recurring discounts instead of one-time commission
- Product empowerment and development of own competencies

Partner level

As a BlueSpice partner, you provide consulting and sales services. You have technical expertise in the implementation, configuration and maintenance of the software and extend the software as needed.

You are the contact person for customers who focus on open source, compliance and data protection.



**Consulting
Partner**

Our program for product
and business consultants.



**Solution
Partner**

The program for
specialized IT service
companies.



**Alliance
Partner**

The program for
platform operators and
software publishers.

Partner program highlights

We support the expansion of your business. With our qualification and marketing program, we help our partners expand their skills and knowledge. You sell BlueSpice to your customers and add your own specific services.

	BENEFITS	CONSULTING PARTNER	SOLUTION PARTNER	ALLIANCE PARTNER
	BlueSpice product certification (without technical skills)	✓	✓	individual agreement
	BlueSpice technical certification (teaching technical skills)	⊘	✓	
	Partner event	✓	✓	
MARKETING	Use of BlueSpice logo	✓	✓	individual agreement
	Entry in public partner list (print and digital)	✓	✓	
	Provision of sales and marketing materials	✓	✓	
	Notification about updates and new features	✓	✓	
	Assignment of leads (lead was brought in by the partner himself)	⊘	✓	

SALES	Discount for subscriptions Requirement: The minimum sales volume has been reached in the previous year.	⊘	5,000 - 10,000 €: 10 % 10,001 - 20,000 €: 25 % + 20,000 €: 35 %	individual agreement
	Partner-specific BlueSpice demo system provided by Hallo Welt! (free of charge, validity: duration of the partner program)	✓	✓	
	Provision of customized test systems (online) and subscriptions (free of charge for a maximum period of 60 days)	⊘	✓	
	Internal use of BlueSpice Requirement: The minimum sales volume has been reached in the previous year.	⊘	up to 50 users	
SUPPORT	Access to ticket system	⊘	✓	individual agreement
	Phone support	⊘	✓	

Program requirements

As a BlueSpice partner, you need sales and technical accreditations, as well as a minimum annual turnover. Certifications and sales are subject to annual review.

To take advantage of the program benefits available at each level, all program requirements must be met.

	MANDATORY PROGRAM REQUIREMENTS	CONSULTING PARTNER	SOLUTION PARTNER	ALLIANCE PARTNER
ANNUAL REVIEW	Sales accreditations	-	1	individual agreement
	Technical accreditations	-	1	
	Certified persons Minimum requirement is sales accreditation. Certification must be completed within 90 days.	-	1	
	Minimum customer turnover subscriptions per year	-	5,000 € first year: 0 €	

Do you want to join us? Then apply now!

bluespice.com/become-a-partner