Technology Partner Program Guide



PROCORE

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A Message From Procore's Founder

Construction touches all of our lives, every day. From the roads we drive on, to the homes where we raise our children, to the hospitals where we receive care. Supporting this important industry is an incredible purpose we all share.

I started Procore in 2002 after witnessing firsthand the disconnected and complicated nature of construction while building my own home. Since then, I have never stopped working to connect everyone in construction on a global platform.

The needs of the industry we serve are virtually endless and are far too vast for one company to solve. That's why we are so grateful you are part of this community, working alongside us to solve construction's biggest challenges. A thriving Partner ecosystem gives our customers the freedom to choose the best solutions for them and access to the tools they need to build the world around us.

Our vision is to improve the lives of everyone in construction, and that includes partners like you who are building solutions for it. I'm proud that Procore has developed a platform on which our partners can build successful businesses and through which our customers can do their life's best work.

Thank you for coming on this journey with us.



TOOEY COURTEMANCHE
PROCORE FOUNDER & CEO

INTRODUCTION

Program Guide



This guide describes the program terms and policies that govern participation in the Procore Technology Partner Program. Procore may amend this guide from time to time at its discretion and the most recent version will be made available to Partners on our website . All partner requirements and benefits are subject to the most current version of this Program Guide.

The terms of this Program Guide are subject to any Procore Partner Agreement between Procore and the participating partner.

Note: Sections that have materially changed from the last version will be marked as **NEW** or **UPDATED** to indicate the change.

OVERVIEW

Procore Technology Partner Program

Procore's Technology partners supply products, extensions or add-ons that are integrated or used with Procore to help better facilitate construction project management and other business needs. These software vendors and technology integrators help construction teams scale their business through integrated, comprehensive, cloud-optimized solutions built for the Procore platform.

As a Procore Partner, you have access to the largest network of construction professionals in the industry. Partners may unlock the value of the ecosystem through the training, business development, and marketing opportunities outlined below.

PARTNER VETTING, CONTRACTING, & FEES

All prospective Technology Partners are expected to complete Procore's standard vetting process ahead of contracting.

Participation in the Partner Program is subject to compliance with this Program Guide, the Technology Partner Agreement, and the Partner Code of Conduct. Partners that do not meet and maintain compliance with the relevant program requirements will be subject to a partnership review and possible change in program benefits, including removal from the Marketplace and/or loss of status as a Procore Technology Partner, per the Partner Agreement.

PROGRAM FEES

At this time, there are no fees associated with participation in the Technology Partner Program. Procore reserves the right to make changes to this in its sole discretion.

NEW

Partner Tiers

Success as a Procore Technology Partner is dependent on developing an elegant software integration and creating happy, satisfied customers. Procore recognizes and awards Technology Partners for their performance and commitment to both, based on the key requirements outlined in the sections below.

Partners may attain one of the following Tier designations based on their achievement against the Program requirements: Premier, Select, or Foundation. Our goal is to help Partners at all tiers find success with our program.



Partner Tiering at a Glance

	PROCORE Foundation Technology Partner	PROCORE Select Technology Partner	PROCORE Premier Technology Partner
Overview	Essential partners who meet our quality standards, empowered with self-service tools and scalable support to maximize their visibility and success on the Procore Marketplace.	High-performing partners who gain access to enhanced go-to-market opportunities and resources, accelerating their expansion within the Procore ecosystem.	Strategic technology partnerships, receiving dedicated support and exclusive resources to drive strategic growth and innovation with Procore.
Key Benefits	• Access to Developer Portal • Marketplace listing • Self-service marketing materials • Marketplace analytics • API and Marketplace Support • Crossbeam: Overlap counts only	• Foundation benefits plus: • Marketplace featured eligibility • Early access to Ground break sponsorship • Community chapter speaker slot eligibility • Crossbeam: Total over lap counts and customer accounts	• Foundation/Select benefits plus: • Dedicated partner manager • Enhanced go-to-market support • Access to product roadmap • Early access to Groundbreak sponsorship • Crossbeam: Total overlap counts, open opportunities, and customer accounts
Key Requirements	• >1 customer test the integration prior to launch • >1 monthly active customer using the integration • Vetting and app validation complete • <48 hour response time SLA	• 100+ monthly active customers using their integration(s) • Bi-directional data integration • Customer case study • <36 hour response time SLA	• Invitation required • Bi-directional data integration • Customer case study • <24 hour response time SLA • Single Sign On

Please note that the Premier Tier is by invitation only. Invitation is based on a Partner's alignment to the following:



CUSTOMER CENTRICITY

Partners delivering exceptional customer outcomes and satisfaction



STRATEGIC ALIGNMENT

- Partners filling critical and complimentary product gaps, enabling bi-directional data flows
- Opportunities to move the needle in Procore's strategic focus areas
- Significant impact on key metrics that impact Procore's performance including monthly active customers, revenue, win rates, and customer retention



EXECUTIVE SPONSORSHIP

Commitment from Procore Product and/or GTM Executives to invest significant time and resources in the partnership

Program Year

Tiers are assessed annually, based on a Partner's performance in the previous calendar year (January-December) regardless of when a partner joins the program and are evaluated based on the requirement criteria outlined below.

UPDATED

Requirements

		FOUNDATION	SELECT	PREMIER
TECHNICAL				
Bi-directional integration	Applications that allow data to flow seamlessly in both directions between connected platforms, ensuring data remains synchronized, enabling real-time updates, promoting consistent data across integrated systems. To qualify for the Select or Premier Tiers, Partners with multiple Applications on the Marketplace must have at least one app that meets this criteria.	-	Bi-Directional Data Integration Required	Bi-Directional Data Integration Required
Support Single Sign On (SSO)	Partners should be able to support single-sign on from Procore.	-	Encouraged	Required
Support Procore Sandbox Environments	Partners should be able to support Procore sandbox environments for Customers who wish to test the integration prior to pushing to production.	-	Encouraged	Required
APP USAGE				
Minimum Average Number of Companies Using Partner Integration(s) Monthly	Calculated based off of the monthly average number of companies from the prior year. For newly launched applications, calculated based on monthly average since launch with at least 6 months live.	1	100	Invite Only

REQUIREMENTS		FOUNDATION	SELECT	PREMIER
APP USAGE (CONT'D)				
	For Partners with multiple applications, this is the average of all customers that have installed and are actively using Partner's Applications across your full portfolio each month. To note: Partners building outside of Procore's App Framework and using Traditional Service Accounts cannot be measured against this metric. Continuing to use legacy tools will impact ability to meet Tier requirements. All Partners should be using Procore's DMSA. Learn more here.			
Minimum Number of Test Customers	Partners must have at least one (1) shared customer actively test each integration prior to the integration's Marketplace Listing launch. For Partners with multiple Applications, this requirement applies to each new application before launch.	1	1	1
CUSTOMER VALUE				
Customer Success Case Study	Partners are required to create at least one (1) Customer case study for their integration within the fiscal year.	-	Yes	Yes

REQUIREMENTS		FOUNDATION	SELECT	PREMIER
SUPPORT				
Service Level Agreement (SLA)	Partner's support resources must be knowledgeable about their integration(s) and capable of supporting customers and Procore employees who may contact them regarding its use or implementation. This includes a designated support resource available to Customers of Partner integration(s). Partners must make technical contacts available in the case of incidents. Partners are expected to respond to inquiries (from Customers or Procore) within the following timelines.	< 48 Hours	< 36 Hours	< 24 Hours
GENERAL				
App Validation	To gain approval from Procore, all integrations undergo a vetting process led by one of our Integration Managers. This process involves demonstrating the integration, ensuring a successful data transfer in the case of a data connector, and a comprehensive understanding of the initial implementation process. *For Partners with multiple Applications, all Applications must complete App Validation prior to listing on the Marketplace.	Yes	Yes	Yes

REQUIREMENTS		FOUNDATION	SELECT	PREMIER
GENERAL (CONT'D)				
Maintained Marketplace Listing	Partners are required to maintain their Marketplace Listing(s) with the most accurate information at all times. Partners should utilize the Developer Portal to maintain and manage each integration's Marketplace Listing. All Partners must adhere to our Marketplace Listing Requirements.	Yes	Yes	Yes
Invitation required for Premier Tier	The Premier tier is by invitation only. Invitation is based on a variety of factors, including but not limited to strong and growing customer demand for a joint solution, strategic product and/or go-to-market alignment, joint opportunity size, executive sponsorship, and proven customer value.	-	-	Invite Only

UPDATED

Benefits

		FOUNDATION	SELECT	PREMIER
GENERAL				
Partner Manager	Access to a dedicated partner manager to provide ongoing guidance, support, and feedback throughout your partnership journey.	-	-	Yes
Partner Success Plan	Partnership success plan development at Procore's discretion in collaboration with Partner Manager. Reviewed at least annually.	-	-	Yes
Partner Advisory Board	Invitation to participate in Procore's Partner Advisory Board. An opportunity to engage directly with Procore and inform Procore's Partner Program strategy. Networking opportunity with likeminded Partners.	-	By invitation Limited Spots Available	By invitation Limited Spots Available
ENABLEMENT				
Technology Partner Self-Service Journey	Self-guided onboarding journey to help Partners quickly get up to speed on Procore, our Technology Partner Program, and the app development and Marketplace listing process.	Yes	Yes	Yes

BENEFITS		FOUNDATION	SELECT	PREMIER
ENABLEMENT (CONT'D)				
Access to Procore Certification Courses	Partners can validate their knowledge and expertise through Procore's free Platform Certifications on Procore.com. Upon successful course completion you will earn a verifiable certificate that you can add to your LinkedIn profile and share with your peers and professional networks.	Yes	Yes	Yes
Quarterly Procore Construction Bootcamp 101: Introduction to the Industry	Procore-led Construction Industry bootcamp for Partners. This is a virtual, classroom-style bootcamp intended for Partners whose employees may benefit from introductory construction knowledge. The Bootcamp schedule runs on a preset cadence. Partners are limited to five (5) attendees per session.	Yes	Yes	Yes
Access to The Product Roadmap	Partners can receive access to product roadmap lookaheads highlighting new Procore products and features.	-	-	Yes
MARKETING				
Marketplace Listing	Partners that have met our contract, development, and policy requirements may list their application(s) on the Procore Marketplace.	Yes	Yes	Yes
Marketplace Featured Placement	Partners listings may be promoted in the Featured Section on the Procore Marketplace.	-	Eligible Limited Spots Available	Preferred Limited Spots Available

BENEFITS		FOUNDATION	SELECT	PREMIER
MARKETING (CONT'D)				
Self-Service Marketing Materials	Catalog of self-service marketing offerings, enabling Partners to generate awareness and demand for their products and services alongside Procore. Please note that we require at least five (5) mutual customers using your integration before submitting for review. Review our full Communications Toolkit for more information.	Yes	Yes	Yes
Marketplace Analytics	Within the Developer Portal, Partners can access information about application installs and traffic to app listing pages.	Yes	Yes	Yes
Participate in Community Chapter Meet Ups	When relevant, Partners may be invited to participate in Procore Community Meet Ups. Opportunity is subject to availability.	Eligible Limited Spots Available	Preferred eligibility Limited Spots Available	Preferred eligibility Limited Spots Available
Sponsor or Speak at Community Chapter Meet Ups	When relevant, Partners may be invited to participate in Procore Community Meet Ups. Opportunity is subject to availability.	-	Eligible Limited Spots Available	Preferred Limited Spots Available
Early Access to Groundbreak Sponsorship	Early access to Groundbreak sponsorship prospectus and package selection. Sponsorships are first-come, first-serve and payment is required to reserve final package.	-	Yes	Yes
Enhanced GTM Support	Custom GTM plan built alongside Procore's team. Can include customer case studies, press releases, social posts, webinars, joint events, white papers, etc.	-	-	Yes

BENEFITS		FOUNDATION	SELECT	PREMIER
MARKETING (CONT'D)				
Industry Content Thought Leadership	Opportunity to be highlighted on Procore-hosted webinars and/or events. Partners may be invited to collaborate in webinar or event content planning. Opportunities will vary and are subject to availability.		Eligible Limited Spots Available	Preferred Limited Spots Available
Internal Enablement Hub	Partner-built enablement materials made available to Procore relevant customer-facing teams within our internal enablement hub.	-	Yes	Yes
SALES				
Account Mapping	Partners are invited to Crossbeam, a secure account mapping tool that identifies overlaps between Procore and our Partner's prospects and customers. This allows us to better collaborate to generate new opportunities, advance existing deals, and grow joint customers.	Yes Overlap counts only	Yes Total overlap counts and customer accounts	Yes Total overlap counts, open opportunities, and customer accounts
TECHNICAL				
Access to Developer Portal/API	Access to Procore's Developer Documentation and API knowledge base. Unlock the potential for building applications and custom integrations that seamlessly connect Procore with other software tools.	Yes	Yes	Yes
Beta Access to New Procore Products	When available, Partners may recieve early access to new API tools and features.	-	Eligible	Eligible

BENEFITS		FOUNDATION	SELECT	PREMIER
SUPPORT				
Basic API Support	API support is available for API errors and troubleshooting within the Developer Portal. Additionally, we provide all Technology Partners with extensive Frequently Asked Questions, documenting common issues and solutions for the Procore Marketplace.	Yes	Yes	Yes
Marketplace Support Access	Get direct support for marketplace-related questions through our dedicated Marketplace Q&A channel. Reach out to us at MarketplaceQA@procore.com for guidance and answers to your inquiries.	Yes	Yes	Yes
Access to Paid Technical Services	Optimize development timelines with a consultative workshop led by Procore's Solutions Architects. Gain firsthand insights into Procore's powerful integration features and collaborate to establish seamless integration flows, ensuring a shared understanding of implementation strategies. Support is based on team capacity and availability.	Yes	Yes	Yes
Named Partner Integration Manager	Access to a named Partner Integration Manager to accompany you throughout your development journey and provide ongoing guidance, support, and valuable product feedback.	-	-	Yes
Partner Slack Channel	Collaborate directly with the Procore team with a shared Slack channel.	-	-	Yes

Resources

All program documentation, onboarding and training content, marketing materials, as well as links to other relevant resources can be found in the Developer Portal and the Procore website.

Support

PROGRAM SUPPORT

For any feedback, questions or concerns, partners are able to reach out to the Partner Programs & Experience team at techpartners@procore.com. Please expect a response within 5 business days.

TECHNICAL SUPPORT

For API integration questions and support please contact apisupport@procore.com or file an API support ticket here.

MARKETPLACE SUPPORT

For support related to the Procore Marketplace or your Marketplace Listing, please reach out to marketplaceqa@procore.com. This includes any questions about pending app submissions and updates to existing listings.

Communications Toolkit

Procore's Communications Toolkit provides Partners with guidelines and templates for communicating about Procore and the partnership with your network. This includes templates for press releases, social posts, blog posts and logo lockups.

Brand Usage Guidelines

All external mentions of Procore, including press releases, social media copy, or other marketing materials, must first be vetted and approved by the Procore team. Please reach out to techpartners@procore.com for advanced review and approval on any co-branded partnership communications.

Please include your desired launch timing and Procore will aim to provide a response within 7 to 10 business days. Once approved, you are responsible for the logistics and distribution costs, and announcement timing must be conducted within the approved window provided by Procore.

Please note the following exceptions to our standard review process:

QUIET PERIODS:

Procore does not make public announcements during its quarterly quiet periods, which typically take place two weeks prior to our quarterly earnings announcements. All requests for external communications during these timeframes will be delayed until conclusion of the corresponding quiet period.

GROUNDBREAK BLACKOUT DATES:

Groundbreak, the construction innovation event of the year, takes place from October 14-16, 2025 in Houston, Texas. Procore does not engage in any external partner communications in the two weeks leading up to Groundbreak. As such,all partner-requested press releases, social media, and/or corporate blog posts must be submitted for review and approval by September 16, 2025, and published no later than September 30, 2025. All other Brand Use Guidelines apply.

FedRAMP

FEDRAMP WILL HAVE A SEPARATE DEVELOPMENT EXPERIENCE:

- Procore is pursuing FedRAMP compliance and there will be a separate development experience and marketplace to highlight integrations that are also FedRAMP compliant.
- Existing Commercial integrations in the Marketplace will not be available in FedRAMP. Partners will need to create separate listings and possibly integrations to be in the FedRAMP marketplace.

Violations

Partners that do not comply with Procore's Brand Use Guidelines and/or Trademark Usage Guidelines will be subject to a partnership review and possible change in program benefits, including loss of status as a Procore Partner or change in tier status, per the Partner Agreement.

Procore expects all Marketplace listings to be installable applications. If your integration connects to multiple systems, each system your integration can connect to should be its own listing to ensure customers can discover your integration by searching for the technology they want to integrate with.

Actions taken may include, without limitation, declining all citation requests from companies with active citation violations as well as cease and desist orders to remove content. If you have questions about what constitutes a violation, or you believe that you have found a violation, please contact us at techpartners@procore.com.