

# CloudBees Partner Network Q&A



## What's new?

- CloudBees Partner Network replaces Elevate naming
- New tier naming, benefits, and prerequisites: Authorized, Advanced, and Premier tiers replace former Elevate tiers (Base Camp, Vista and Premier respectively)
- Value-based reseller program discounts
- New referral and influence incentive program
- New, robust partner portal. Link: [partners.cloudbees.com](https://partners.cloudbees.com)
- Updated sales and pre-sales training and enablement
- New, customized product certification tracks
- New marketing asset and co-branding opportunities
- Improved and expanded custom and general marketing development fund (MDF) programs

## Existing Partners

- Keep existing benefits and discounts
- Gain additional ways to keep sales and technical teams up to date with training and certification
- Gain access to the new benefits and incentives automatically Agreement refreshments available in Q4 of 2022
- At the beginning of every year, a re-qualification process will be executed based on the pre-requisites of every tier (sales, pre-sales, revenue results, etc).

## What's Next?

- Contact your Channel Manager to work together on a refreshed H2 business plan
- Review current sales and technical skills, certifications, and gaps
- Put a training plan in place, by quarter
- Formalize marketing plans and get access to MDF program
- Get access to the new partner portal: [partners.cloudbees.com](https://partners.cloudbees.com)
- Update your business plan based on updated demand generation plan, target accounts, and revenue targets