

Blue Prism Technology Alliance Program

Blue Prism's technology partnerships are supported by the Technology Alliance Program (TAP). By partnering with Blue Prism, our TAP partners can promote their solutions to Blue Prism's fast expanding customer base worldwide. Teaming with Blue Prism offers access to an array of learning, development, sales and marketing resources allowing technology partners to quickly and effectively build and deploy solutions that serve customer and market demand.

This program offers access to technology and go-to-market (GTM) opportunities that accelerate business results. By partnering with Blue Prism, the world's leading Digital Workforce platform, you can enjoy the following advantages:

- Accelerate the development of joint market offerings
- Publish developed integrations and solutions associated with Blue Prism's Intelligent Automation Skills
- Expand market awareness and benefit from joint sales and marketing engagement
- Increase sales of your complementary products to Blue Prism's eco-system and customers

Program Levels

Premier

This level is for companies with significant expertise and market presence in a focus area that is strategic to Blue Prism. Blue Prism will engage in joint initiatives on a variety of fronts, including joint sales, partner enablement, joint marketing and technology roadmap discussions.

Affiliate

This level is open to companies interested in building technical integrations with Blue Prism. This entry-level partnership is designed to help explore synergies, paving the way for the relationship to evolve more strategically. Partners gain access to immediate product information to generate competencies in Blue Prism's ecosystem.

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Delivering the **world's most successful digital workforce.**

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Partner Requirements	Affiliate	Premier
Completed Partner Questionnaire	✓	✓
Signed Agreement	✓	✓
Integration Developed (e.g. VBO's, Utilites, web services, etc.)	✓	✓
Number of Blue Prism Developers	1	3
Number of Joint Use Cases	1 per year	2-3 per year
Number of Joint Customer Success Stories	As appropriate	1-2 per year
Number of Qualified Sales Leads (Partner Influenced)	1 per year	5 per year

Technology Benefits	Affiliate	Premier
Access to Documentation	✓	✓
Access to Free Online Training	✓	✓
Access to Blue Prism Portal	✓	✓
Blue Prism Developer's Subscription (software)	✓	✓
Technology Roadmap Discussions	✗	✓
Inclusion in Early Access Program (beta)	✗	✓
Access to Blue Prism Certification	As Appropriate	

Go-to-Market Benefits	Affiliate	Premier
Exchange and Use of Logos	✓	✓
Access to Online Sales Enablement Training	✓	✓
Access to Publish Integrations on Blue Prism's Digital Exchange	✓	✓
Joint Press Release	Bundled	✓
Co-Branded White Papers	✗	✓
Advanced Notice to Sponsor at Blue Prism Partner Events	✗	✓
Annual Partner Business Plans	✗	✓
Joint Analyst Releases	✗	As Appropriate
Joint Marketing Plan & Funds	✗	✓
Joint Solution Sales (incl. demo) & Marketing Collateral	✗	✓
Ability to Nominate Customers to Speak at Blue Prism Events	As Appropriate	✓
Engagement with Blue Prism Sales & Partner Teams	Website	✓