

Acquia Partner Program at a Glance

Program Terms

Program Level	Community	Ready	Enterprise	Select
Member Qualification and Commitments				
Subscriptions and Services Referred and Influenced Bookings	N/A	\$50,000	\$250,000	\$500,000
Foundation—Sales Track	2	2	2	2
Acquia Certified Developers	—	2	6	12
Drupal Association Subscription	✓	✓	✓	✓
Drupal Project Samples	—	1	4	8
Joint GTM Plan	—	—	✓	✓
Publish Logo to Your Website	✓	✓	✓	✓
Enablement Benefits				
Sales Training Onsite	—	—	✓	✓
Acquia Foundation Program	✓	✓	✓	✓
Sales Training Days	—	✓	✓	✓
Eligible for Large Scale Drupal Affiliate Membership	—	—	—	✓
Partner Advisory Council	Invitation Only	Invitation Only	Invitation Only	Invitation Only
Technical Pre-sales Tech Support	✓	✓	✓	✓
Certified Acquia Developer Exam	✓	✓	✓	✓
Marketing Benefits				
Access to Campaign Center	✓	✓	✓	✓
Campaigns in a Box	—	—	✓	✓
MDF Accrual Program	—	—	—	✓
Proposal Based Funding for Joint Events	—	—	✓	✓
Business Development Benefits				
Partner Listing on Acquia.com	✓	✓	✓	Priority Listing
Joint Go-to-Market Plans and Quarterly Business Reviews	—	—	✓	✓
Assigned Channel Resource	—	—	✓	✓
Joint Executive Sponsors	—	—	—	✓
Incentives				
Referral Fees on Partner-Sourced Acquia Cloud and Network Subscriptions and Hardware	5%	8%	10%	15%
Referral Fees Partner-Sourced on Renewals*	N/A	5%	5%	5%
Referral Fees on Partner-Influenced Subscriptions**	Up to 3%	Up to 5%	Up to 7%	Up to 10%
Accelerator Referral Fees on Acquia Cloud Site Factory and Acquia Commerce Cloud	5%	5%	5%	5%

* Partners need to be at or above quota in order to earn referral fees for renewals.

** (2) Partners need to register these opportunities in order to qualify for an influence credit.