

# Druva Partner+ Program FAQ

## What is the Partner+ Program?

Partner+ is a global program for channel partners and distributors interested in or already partnering with Druva. It's the evolution of Druva's award winning Compass Partner Program, with enhancements across partner tiers, increased benefits, training and GTM resources and so much more.

The Partner+ Program empowers you to succeed with the skills, resources and support needed to pitch and sell the industry's leading cloud-first 100% SaaS data protection and recovery solution.

Partner+ equips partners to build differentiation, win more customers, and grow revenue with our industry leading SaaS platform. Together, we can ensure data resiliency for our joint customers and supercharge your success! Druva's got your back(up)!

## Key benefits/ changes of the new Partner+ Program:

- **Radically simple** partner program with regional flexibility for all routes
- **Clear tiering** with benefits and objectives based on partner contribution and commitment
- **Business transparency** deal reg provisioning, MDF attainment and partner feedback
- **Financial benefits** to drive Partner success
- New roster of **Druva field events** for partners to participate
- **Partner Academy** with sales and technical training, resources and support
- **Centralized repository** of all GTM, product, and sales resources

## How do I enroll?

For new partners, to enroll in the Partner+ Program and become one of Druva's valued partners, please submit an application [here](#).

## Does the Partner+ Program have tiers?

Yes, Partner+ has three global tiers - Authorized, Certified, Elite. We encourage you to reference our [Partner+ Program guide](#) to learn more about each tier.

Please note that while Partner+ is a global program, we recognize the business differences within regions and have included regional-specific flexibility in the program tiers to accommodate this fact. Contact your local Partner Sales Manager or Druva representative for additional information.

### **What are the benefits and requirements?**

The Partner+ Program has simplified requirements and increased financial and other benefits! The details can be found on our [Partner+ Program guide](#). In addition, we're backing partner success with new and forthcoming program features including—but not limited to—an enhanced Portal user experience, refreshed training courses, enriched feedback opportunities, updated GTM/sales content and increased MDF investments into the partner community.

### **Do I need to reapply to Partner+ if I was a Compass Partner Program member?**

No, you do not need to reapply as your membership carries over into the Partner+ Program. Your access to Druva's [Partner Portal](#) also remains unaffected so please use your existing credentials to login. If you are an existing partner but have yet to access the Partner Portal, please click [here](#) to set up an account.

### **Will I maintain my company's tier status from the prior program?**

Yes, your company will keep its same tier in the Partner+ Program. Druva will notify any partners who have a change in tier and advise on next steps.

### **Who should I contact if I have additional questions or need assistance?**

Please send us an email at [channel@druva.com](mailto:channel@druva.com) for any assistance needed. We appreciate your partnership!