

Partner Plus

[Partner Plus](#) is an invitation-only, two-level and partner growth program aimed at driving accelerated growth for Cisco in the Midmarket space by delivering compelling and sustainable business value to Partners. Each level offers increased benefits in recognition for a partner's additional engagement, commitment, and performance in growing and evolving its Cisco business with mid-size customers. The Program provides a suite of benefits for all eligible enrolled Partners.

The Two-Level Journey Of Partner Plus program



Drive more revenue from midsize customers with tools, presales support, and rewards to accelerate the growth of your Cisco midmarket practice.



Capitalize on your success from midsize customers with exclusive presales support and bigger rewards as you continue to grow your Cisco midmarket practice.

Benefits

Enablement



to build up your team

Marketing



to generate demand

Rewards



to invest in your growth

Know more about Partner Plus [Click here](#)

FY17 Partner Plus Partner Lists

[Australia](#) [India](#) [Indonesia](#) [Japan](#) [Korea](#) [Malaysia](#) [New Zealand](#) [Philippines](#)
[Singapore](#) [Thailand](#) [Vietnam](#)

Regional Partner Eligibility Requirements

	Partner Plus Prestige	Partner Plus Elite
Minimum Certification	Select and above	Premier and above
Minimum Commercial APJ Bookings from Q4, FY15 through Q3, FY16.	\$100,000	USD \$300,000
USD Percentage of Midmarket Focus	40%	40%
Number of Active Quarters Commercial Business Plan	3	3
% of Architecture bookings	Required if Cisco PAM is assigned to Partner	Required if Cisco PAM is assigned to Partner
% of Services/Products	N/A	20%
	No	10%

Resources

[FY18 Global Partner Plus Appendix: Program Rules](#)

[FY17 Global Partner Plus Terms and Conditions – Prestige and Elite](#)

[Cisco Rewards Individual Enrollment Guide](#)

[Partner Admin Guide to Enroll and Assign Admin Rights](#)

[Need help with Partner Plus? Learn how to raise a case with Customer Service Central](#)

For information about Partner Plus in Asia Pacific, [contact us](#).