



nintex

# Partner Program Guide

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# Overview

The Nintex Partner Program is designed to empower our global ecosystem of partners with a structured, performance-based framework that drives mutual growth, customer success, and market impact. Through clearly defined levels, financial incentives, and enablement resources, Nintex delivers a channel-first experience that rewards commitment, expertise, and results. Partners gain access to program benefits such as opportunity registration, enablement resources to drive growth, and strategic support—ensuring that every engagement is built on transparency, trust, and measurable value.

This **Nintex Partner Program Guide** (“Program Guide”) is provided to clarify and explain the policies, requirements and benefits of the Nintex Partner Program (the “Partner Agreement” or “Agreement”). All binding terms and conditions are contained in the Nintex Partner Agreement. This Program Guide is intended to support partner participation and success but does not amend or override Agreement. In the event of any conflict between this Program Guide and the Partner Agreement, the Partner Agreement will control. The Partner Program Blueprint provides supporting operational detail and definitions. Nintex may update the Program Guide in its discretion.



**The Nintex  
Partner Program  
provides clear  
levels, meaningful  
benefits, and  
measurable value.**

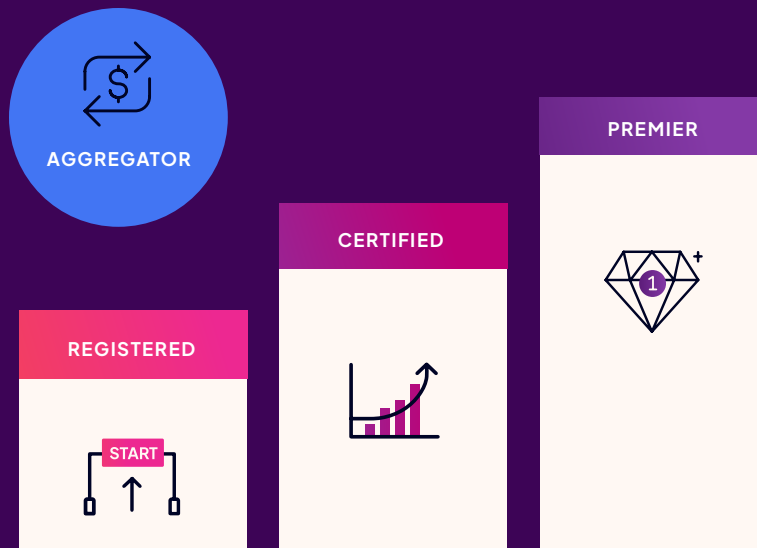
## PARTNER PROGRAM

# Goals

Our goals are to enable partners to build high-performing Nintex practices, accelerate demand through co-investment and enablement, and deliver measurable outcomes through aligned go-to-market strategies. By simplifying engagement, protecting partner-led opportunities, and rewarding performance, Nintex ensures that partner success is synonymous with customer success.



**Nintex ensures that partner success is synonymous with customer success.**



## PARTNER PROGRAM

# Levels & Entry Requirements

The Nintex Partner Program is structured into four distinct tiers—**Registered**, **Certified**, **Premier**, and **Aggregator**—each designed to recognize and reward partners based on their engagement, performance, and strategic alignment with Nintex.



## Registered Partners

Registered Partners represent the foundational tier, offering digital-only engagement and access to essential enablement resources. This level is ideal for new partners beginning their Nintex journey, with limited requirements and benefits focused on initial activation and learning.

### ENTRY REQUIREMENTS

- ✓ Minimum of **5 CERTIFICATION CREDITS**
- ✓ Signed Non-Disclosure Agreement (NDA)
- ✓ Active Partner Portal account



## Certified Partners

Certified Partners demonstrate a deeper commitment to Nintex through increased certifications, customer engagement, and revenue contribution. They benefit from enhanced discounts, opportunity registration bonuses, and access to broader enablement and marketing support. Certified status reflects a partner's growing investment in building a Nintex practice.

### ENTRY REQUIREMENTS

- ✓ Minimum of **10 CERTIFICATION CREDITS**
- ✓ Signed Non-Disclosure Agreement (NDA)
- ✓ Active Partner Portal account
- ✓ Revenue threshold *varies by region*
- ✓ Signed Non-Disclosure Agreement (NDA)

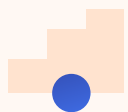


## Premier Partners

Premier Partners are strategic collaborators with proven performance, customer success, and market impact. They receive the highest level of benefits, including strategic account management, access to Market Development Funds (MDF), performance rebates, and other strategic benefits. Premier status is reserved for partners who consistently deliver growth and innovation aligned with Nintex's go-to-market priorities.

### ENTRY REQUIREMENTS

- ✓ Acceptance of Nintex Partner Agreement
- ✓ Active Partner Portal account
- ✓ Minimum of **20 CERTIFICATION CREDITS**
- ✓ Revenue threshold (varies by region)
- ✓ Dedicated go-to-market (GTM) function
- ✓ Signed Non-Disclosure Agreement (NDA)
- ✓ Minimum customer retention and satisfaction score
- ✓ Named Nintex point of contact



## Aggregator Partners

Aggregator Partners extend the reach of the Nintex Partner Program by enabling and managing a network of sub-partners. They serve as the commercial and operational link between Nintex and these partners, providing onboarding, enablement, and compliance support at scale. Aggregators operate primarily as resellers of Nintex solutions, without offering value-added services. In exchange for their independent operating model, Aggregators receive core financial discounts and a streamlined set of benefits. This tier is designed for partners focused on transactional volume and self-managed engagement, without the requirements tied to enablement or service delivery.

### ENTRY REQUIREMENTS

- ✓ Acceptance of the Nintex Partner Agreement
- ✓ Active Partner Portal account
- ✓ Minimum of **5 CERTIFICATION CREDITS**
- ✓ Signed Non-Disclosure Agreement (NDA)



# Partner Benefits

The Nintex Partner Program offers a range of benefits designed to support partner growth, enablement, and market success. These benefits are tiered and aligned with partner performance, engagement level, and strategic alignment.

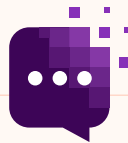
**R** Registered   **C** Certified   **P** Premier   **A** Aggregator



## Enablement Content & Badges

All partners receive access to structured enablement content through the Nintex Partner Portal. Completion of training modules and certifications earns digital badges that recognize partner expertise and can be used for marketing and internal development purposes.

**R** **C** **P** **A**



## Product Advisory Council

Premier partners may be invited to participate in the Nintex Product Advisory Council, a strategic forum for providing direct feedback on product roadmap, innovation priorities, and customer needs. Participation is by invitation only and reflects a partner's influence and alignment with Nintex's long-term vision.

**P**



## Service Level

Premier and Certified partners receive dedicated support through a Partner Account Manager, ensuring strategic alignment and personalized engagement. Registered partners access program resources through a digital-only experience via the Nintex Partner Portal.

**C** **P**



## Nintex Events

Certified and Premier partners are eligible to participate in Nintex-hosted events, including regional summits, virtual conferences, and executive briefings. These events offer networking opportunities, strategic insights, and visibility into Nintex's go-to-market initiatives.

**C** **P**





## Frontline Incentives

Certified and Premier partners may access frontline incentives designed to motivate and reward sales teams for driving Nintex solution adoption. These incentives are structured to align with performance targets and are managed in coordination with Nintex Sales leadership.



## Internal Use Rights / Demo Licenses

Partners at all levels are eligible for internal use rights and demo licenses to support sales enablement, training, and customer demonstrations. Access and scope of licenses vary by tier, with Premier and Certified partners receiving broader entitlements.



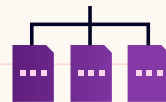
## Partner Digital Experience (PDX) via Partner Portal

All partners are granted access to the Nintex Partner Portal, which serves as the central hub for enablement, opportunity registration, marketing resources, and program updates. The Partner Digital Experience (PDX) ensures streamlined access to tools and insights that support partner success.



## Case Study Development

Certified and Premier partners may collaborate with Nintex Marketing to develop joint customer case studies. These assets highlight successful deployments, showcase partner expertise, and support demand generation efforts.



## Account Mapping Tools

Premier partners may access account mapping tools and strategic planning resources to align sales efforts with Nintex's customer base. These tools support joint planning, territory alignment, and opportunity identification.



## Market Development Funds (MDF)

Premier partners may access Market Development Funds to support joint marketing and demand generation initiatives. MDF is designed to accelerate growth in strategic markets and is available through a proposal-based approval process. Approved activities must align with Nintex's go-to-market priorities and are subject to reporting and compliance requirements.





# Benefits at a Glance

	REGISTERED	CERTIFIED	PREMIER	AGGREGATOR
Service Level		✓	✓	
Enablement Content & Badges	✓	✓	✓	✓
Product Advisory Council			✓	
Nintex Events		✓	✓	
Frontline Incentives		✓	✓	
Internal Use Rights / Demo Licenses	✓	✓	✓	
Partner Digital Experience (PDX) via Partner Portal	✓	✓	✓	✓
Case Study Development		✓	✓	
Account Mapping Tools			✓	
Market Development Funds (MDF)			✓	

# Financial Incentives

			REGISTERED	CERTIFIED	PREMIER	AGGREGATOR
Opportunity Registration Bonus			5%	10%	12%	
Base Discount Off List			10%	18%	20%	10%
Renewals Discount	PARTNER OF RECORD	NOT PARTNER OF RECORD	10%	18%   5%	20%   10%	10%
Performance Rebate	REBATE	GROWTH TARGET*		2%   >20%	3%   >20%	
Market Development Funds (MDF)	REBATE	GROWTH TARGET*			2%   >20%	

\*Partners will be assigned their specific target

## Opportunity Registration Bonus

A financial incentive awarded to partners for registering qualified sales opportunities with Nintex. This bonus is granted upon approval and acceptance of the opportunity and is designed to reward partners for early engagement and proactive selling.

## Base Discount Off List

A standard percentage discount applied to Nintex's published list pricing, determined by the partner's current program level. This discount reflects the partner's tier and is provided on eligible products and services.

## Renewals Discount

A discount applied to subscription renewals that matches the original purchase discount, provided the partner remains compliant with program requirements. This ensures continuity and rewards partners for maintaining customer relationships.

## Performance Rebate Based on Growth

A financial reward provided to partners who achieve specific growth targets over a defined period. This rebate recognizes and incentivizes consistent sales performance, expansion of Nintex solutions, and alignment with strategic objectives.

# Progression in the Program

The Nintex Partner Program is designed to grow with our partners, offering a clear path from initial engagement to strategic collaboration.

## Registered

This **entry-level tier** is ideal for partners beginning their journey with Nintex. With digital-only engagement, partners gain access to foundational enablement resources and tools. Entry requires basic commitments such as a regional revenue threshold, a dedicated GTM function, certification credits, and a named Nintex contact.

## Certified

As **partners deepen their expertise** and demonstrate consistent performance, they may qualify for the Certified tier. This level includes access to a Partner Account Manager, enhanced financial benefits, and eligibility for Market Development Funds. Entry is based on meeting elevated revenue targets, maintaining customer satisfaction, and active participation in enablement and marketing initiatives.

## Premier

Reserved for **top-performing partners**, the Premier tier reflects a strategic relationship with Nintex. Partners at this level receive the highest level of support, including tailored business planning, performance-based rebates, and priority access to resources. Entry requires significant revenue contribution, advanced solution specialization, and alignment with Nintex's strategic priorities.

## Aggregators

Aggregators extend the reach of the Nintex Partner Program by **enabling and managing a network of sub-partners**. They serve as the commercial and operational link between Nintex and these partners, providing onboarding, enablement, and compliance support at scale. Entry into the Aggregator role requires proven infrastructure, regional presence, and a commitment to partner success.

## Your Journey, Our Commitment

Progression in the Nintex Partner Program is driven by performance, engagement, and alignment with our mission (to empower organizations through process intelligence and automation). It's not just about requirements—it's about building trusted partnerships.

As you grow, we grow alongside you—delivering deeper engagement, broader resources, and greater opportunities to lead in automation

# Additional Terms and Conditions

- ✓ The **Nintex Partner Program Guide** is effective as of **October 1, 2025**, and remains in effect until superseded by an updated version.
- ✓ Nintex reserves the right to modify the Partner Program Guide at its discretion, with reasonable efforts to provide partners at least 30 days notice.
- ✓ Partners may not represent themselves as Nintex or imply affiliation beyond what is defined in the Partner Agreement.
- ✓ All content within the Partner Program Guide is considered confidential and proprietary to Nintex.
- ✓ The Nintex Partner Blueprint provides operational details and definitions that support this guide.
- ✓ Both the Partner Program Guide and the Partner Blueprint serve as supplements to the terms and conditions outlined in the Nintex Partner Agreement.

## What's Next

Interested in becoming part of the Nintex Partner Program?

Apply here <https://partner.nintex.com/>



For questions or additional information about the Nintex Partner Program, please contact your **Nintex Partner Account Manager** or contact: **[partner.support@nintex.com](mailto:partner.support@nintex.com)**