



Connecting Clients with Limitless Commerce™

Join the Mozu Solution Partner Program, Share in the Growing Success



Drive Implementations and Reap Rewards by Harnessing the Power of Mozu

The Mozu Solution Partner Program brings together trusted solution implementers (SIs) with full-scale digital agencies. Each member of the program shares the common goal of extending Limitless Commerce to Mozu clients through best-in-class implementations and shared investments.

Mozu has established an innovative and disruptive take on the traditional Solution Partner Program that empowers your business with the most advanced tools and resources to master the Mozu platform, bring clients to market faster and reap measurable financial benefits for evangelizing the value of Mozu in the market.

Why Partner with Mozu?

Mozu is architected with an API-first platform, making it the most innovative commerce platform available in the industry. Mozu Solution Partners have complete access to the same API used to build Mozu—allowing businesses to build limitless integrations and seamlessly bring clients to market faster. Partnering with Mozu provides numerous advantages, including:

- » Access to the most modern commerce platform on the market
- » An investment structure that combines zero cost potential with unlimited upside for your business
- » White-glove support, including dedicated Enterprise Support Representatives and a Partner Program Manager
- » Exposure and promotion to the rapidly growing Mozu audience through marketing and sales channels
- » High-impact, high-touch training through interactive Partner Boot Camps and targeted online resources
- » Comprehensive sales enablement through Mozu Account Executives, Solutions Consultants and more
- » Best-in-class development tools, including theme, widget, and application development inside the Mozu Dev Center
- » And more...

"The pace of eCommerce change is quickening, and Mozu is the only platform with the flexibility and speed to allow businesses to stay on top of the latest trends."



DAVE HAASE,
VP, BUSINESS DEVELOPMENT

Get More, Earn More

Mozu Solution Partners receive all of the training, resources and enablement necessary to support client implementations, as well as access to the following benefits:

Training and Educational Content

Quickly become an expert on the Mozu platform by accessing our in-depth training materials, including:

- » Partner Boot Camps for high-impact, high-touch training that addresses aspects of the platform technology, infrastructure and architecture
- » Ongoing training opportunities to learn the ins and outs of the platform
- » Discussions detailing the platform roadmap and release notes directly with the Mozu team
- » Access to the Mozu Dev Center, including unlimited sandbox environments, open source SDKs, developer discussion forums and additional support documentation

White-Glove Support

Teams will receive the highest level of service and support via:

- » A Partner Program Manager to answer program-related inquiries and provide strategies that form a mutually successful partnership
- » Alignment with Mozu departments to ensure collaboration and efficiency in all aspects of the Mozu platform, including technological and sales support
- » Online collateral and content, including online videos, industry insights and platform-specific product documentation

“The Mozu platform is just ‘slick.’ Exposing the APIs directly underneath the architecture is a phenomenal advantage that allows for businesses to respond to the velocity of what’s happening in the market today, and what will happen in the future.”



MIKE MCCLOSKEY,
SVP, GLOBAL SOLUTION SERVICES

Exposure and Promotion

Generate exposure and increase awareness through co-marketing opportunities such as:

- » Newsletters, press releases, email, and social media campaigns to boost brand awareness and lead generation
- » Prominent website placements within the Partner section of mozu.com, as well as other logo placements on the Mozu site
- » Joint marketing releases, white papers and other premium, industry-related content, including potential tradeshows and sponsored events
- » Potential partner-specific case studies and content collaboration opportunities to share with broader target audiences
- » And more...

Sales Enablement

Our goal is to assist enterprises as much as possible in acquiring new business by providing:

- » Cross-functional alignment with both Mozu Enterprise Sales and Marketing teams
- » Dedicated Account Executives and Solution Consultants for every Qualified Partner Lead to support in winning deals together
- » Lunch-and-Learns with the Mozu sales team to align on vision and collaboration
- » Sales enablement with Account Executives, Business Development Consultants and the Mozu Playbook

Expand your business by becoming a Mozu Certified Partner

Visit mozu.com/become-partner for more information or contact our partner team directly at solutions_partners@mozu.com or 1-877-501-2334.

Each Solution Partner will dedicate appropriate internal resources and budget to support the Mozu platform as their commerce platform of choice. Solution Partners will also work diligently to effectively source, qualify, and close deals to ensure mutual success.