



Technical Partnership and Alliance Program Tiers

What are Partner Tiers?

Our Technical Partnerships call for varying levels of support. Depending on your organization's goals, our Partner Tiers are designed to help you understand what's possible when working with Jamf. This means your company can elect to make the relationship with Jamf more substantial as our partnership grows in success.

What is the purpose of this guide?

This guide is designed to help you identify which Partner Tier is right for you. We offer three Partner Tiers: Developer Partner, Solution Partner and Strategic Partner. The list of benefits provided below is only partial; please reach out to the Technical Partnerships and Alliances Team to learn more.



What are the requirements for the different Partner Tiers?

	DEVELOPER	SOLUTION	STRATEGIC
DESCRIPTION	Get started with our self-serve Developer Tier. Receive access to tools and start building. List your application on the Jamf Marketplace.	Your solution is gaining traction and you want to accelerate growth. Partner with Jamf to increase market awareness and demand.	Customers love what we offer, and it's a clear win-win. Engage with Jamf deeply by aligning our routes-to-market and driving sales activities.
YEARLY PROGRAM MEMBERSHIP FEE	\$0	\$3,000	\$6,000
OVERLAPPING CUSTOMERS	-	10	100
CUSTOMER REFERENCES	-	2	5
JAMF CERTIFIED PARTNER SALES RESOURCES	-	1	4
JAMF CERTIFIED PRE-SALES ENGINEERS	-	1	4



What are some of the benefits of the different Partner Tiers?

	DEVELOPER	SOLUTION	STRATEGIC
MARKETING SUPPORT			
LISTED ON JAMF MARKETPLACE / MEDIA KIT	YES	YES	YES
BLOG WEBINAR	1 0	2 Discretionary	4 1
CO-MARKETING FUND	-	-	YES
EVENT SUPPORT	-	Discretionary	YES
JOINT MARKETING PLAN	-	YES	YES
SALES SUPPORT			
JAMF CO-SELL PROGRAM / CHANNEL ALIGNMENT	-	Discretionary	YES
ACCOUNT MAPPING	-	Common customers, Crossbeam only	YES
REVENUE ENABLEMENT			
RESOURCES FOR SALES TEAMS	-	YES	YES
SALES PLAYBOOK	-	-	YES
TECHNICAL ENABLEMENT			
JAMF PRODUCT NFR INSTANCES	1	2	4
ACCESS TO DEVELOPER PORTAL AND INTEGRATION TOOLKIT	YES	YES	YES
DEVELOPER RELATIONS ACCESS	YES	YES	YES
JAMF 100 TRAINING CODES	2	4	6
COVERAGE/SUPPORT			
DEDICATED PARTNER MANAGER	-	YES	YES
QUARTERLY KICKOFF (SALES/STRATEGY) AND ANNUAL REVIEW	-	-	YES



How to get started?

Join us at www.jamf.com/community/partners