

A blue-tinted photograph of two people, a woman with glasses and a man with a beard, sitting at a table and looking at a laptop. The woman is on the left, and the man is on the right, holding a pen and looking at the screen.

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 and benefits for the different Partner Tiers?

	DEVELOPER	SOLUTION	STRATEGIC
REQUIREMENTS	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.
ANNUAL PROGRAM MEMBERSHIP FEE	\$0	\$3,000	\$6,000
SIGNED PARTNER AGREEMENT	✓	✓	✓
JAMF MARKETPLACE LISTING	✓	✓	✓
12 MONTHS OF TECHNOLOGY PARTNER PROGRAM MEMBERSHIP AS A SOLUTION PARTNER	⊗	✓	✓

	DEVELOPER	SOLUTION	STRATEGIC
YEARLY PROGRAM MEMBERSHIP FEE	\$0	\$3,000	\$6,000
ACCESS TO JAMF PRODUCT NFR'S, DEVELOPER PORTAL & DEVELOPER RELATIONS	✓	✓	✓
JAMF ONLINE TRAINING CATALOG	✓	✓	✓
JAMF MARKETPLACE LISTING	✓	✓	✓
JAMF BRANDING TOOLKIT	✓	✓	✓
JOINT ACCOUNT MAPPING VIA CROSSBEAM	✓	✓	✓
DEDICATED PARTNER MANAGER & PARTNER SOLUTION REVIEW	⊗	✓	✓
RESOURCES FOR PARTNER SALES TEAMS	⊗	✓	✓
AMPLIFY: MARKETING PLAN/ACTIVITIES	⊗	✓	✓
SALES LEAD COLLABORATION	⊗	⊗	✓
REGIONAL RESELLER/MSP CHANNEL ALIGNMENT	⊗	⊗	DISCRETIONARY
GLOBAL RESELLER/MSP CHANNEL ALIGNMENT	⊗	⊗	DISCRETIONARY
CO-MARKETING FUND	⊗	⊗	✓
PARTNERSHIP AT INDUSTRY EVENTS	⊗	⊗	✓
JAMF EXECUTIVE SPONSOR	⊗	⊗	✓



How to get started?

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