

Vertex Global Partner Program

Working Together to Accelerate
Global Commerce



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Welcome!

40+

Years in Tax Technology

130+

Countries Supported

4,500+

Customers

>59%

of the Fortune 500

For over 40 years, Vertex has been a trusted, go-to source for innovative and intuitive indirect tax solutions. Today, our powerful technology helps our customers with tax determination, compliance and reporting, tax data management and document management. These solutions include powerful, pre-built integrations to enhance the core business applications used by most companies—particularly those applications that have a significant impact on global commerce.

Driven by our mutually beneficial partner network relationships, including accounting firms, consulting companies, premier technology providers, resellers, and system integrators, our ecosystem plays an integral role in bringing our solutions to market. By working together, we unlock shared growth opportunities while helping our joint customers confidently manage complex tax requirements at scale.

Our partnerships are designed to create harmonious relationships that amplify the strengths of each participating organization while offering potentially lucrative opportunities for growth. In this guide, we dive into the benefits you will experience as a Vertex partner, including significant expansion potential, enhanced brand recognition, and exclusive access to resources and support that will empower your organization to surpass its sales goals and achieve new heights of success.

Thank you for your partnership — we look forward to growing with you!

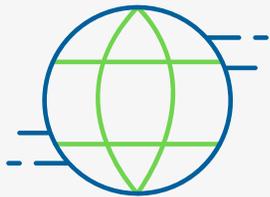
Why Vertex?

By partnering with Vertex, your customers will gain access to robust global indirect tax solutions with continually updated content supporting more than 700 million tax rules.

Organized around tax calculation, compliance, and insight, our suite of cloud-based solutions includes the latest technologies like edge computing, automations, and machine learning—providing users with frictionless transactions and seamless invoicing while reducing risk and unlocking business value.

Highly flexible, the Vertex portfolio integrates major transactional systems your customers use today—from ERP and procurement systems, e-commerce and marketplace platforms, and subscription billing.

Customers also have access to outstanding, ongoing support from our customer support team, which has been awarded HDI Support Center Certification—recognizing the team for performance and productivity in support center operations.



700 million tax rules
across 22,000 worldwide
jurisdictions

Partner Types

Building mutually beneficial relationships is at the core of how we work.

Our key partner types include:



Accounting & Consulting Firms

Accounting and consulting firms are key players in the Vertex ecosystem—consulting, recommending, and implementing our products. Companies of all sizes rely on their expertise to deploy, integrate, and provide recommendations around our portfolio. We support these firms every step of the way with Not for Resale licenses for all of our solutions, specialized implementation certifications, expanded partner business opportunities and provide a pathway for clear, consistent growth.



Technology Partners

Independent software vendors (ISVs) and enterprise resource planning (ERP) platform partners are key to obtaining the best possible results for customers while driving more mutual business through the channel. These partnerships offer the opportunity for better quality leads and potentially higher revenue. We work together with our valued technology partners to drive successful business outcomes, while providing sales enablement and incentives, marketing support, and greater brand exposure.



System Integrators

System Integrators (SIs) are integral to our vision of accelerating global commerce by providing customers with more reliable, innovative, and best-in-breed ERP connectors. SI partners recommend our solutions and integrate them into their customers' respective tech stacks for maximum efficiency. Integration partners can rest easy knowing they empower their clients with the tools they need to manage the shifting, complex requirements of the global tax landscape. By working with us, integration partners also gain training and marketing support integral to expanding their technical knowledge and signing new business.

Partner Benefits



Benefits	Standard Partner			Select Partner			Premium Partner			Elite Partner		
Partner Kits (Badges, Graphic, Messaging, etc...)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Onboarding Package (Sales Training, Internal Alignment)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Partner Hub Access	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Discount on Vertex Products*	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Sales Training*	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Vertex University Access (On-Demand Product Training)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Joint Marketing Activities	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓
Certification	✓			✓			✓			✓	✓	✓
Sandbox Access*	✓			✓			✓			✓		
Developer Licenses	✓			✓			✓			✓		
VIP Marketing								✓		✓	✓	✓
Exchange Sponsorship Opportunities							✓	✓	✓	✓	✓	✓

Accounting & Consulting Firms

Technology Partners

System Integrators

* Discounts vary by Partner Tier.

* Sandbox access is available to all Accounting and consulting firms at no additional cost. Vertex reserves the right to alter this offering at any time.

* Virtual Training available in Vertex University is available for all partners at no cost. In Person training and specialized certification training have potential cost discussed on an as requested basis.

Partner Benefits



Discover how our partner-centric approach combines tangible advantages with intangible perks, leading to unparalleled satisfaction and prosperity. Below, you'll find the myriad of benefits that await you as a valued Vertex partner.

Partner Hubs

On day one, all Vertex partners have access to the Vertex Partner Hubs. These ecosystem centric pages will give you access the individualized go to market materials. Along with ease of access to sales and marketing collateral and programmatic components, Vertex will provide links to training resources, Vertex University, and Vertex Community.

Sandbox Access

Helping partners gain a complete understanding of our product line is essential to our shared success. By joining our program, select Vertex partners can access our full featured "sandbox" ecosystem, where you can take advantage of product trials, build and test integrations, and instantly experience hands-on learning opportunities.

Partner Marketing

Generate greater demand for your products and services by accessing, downloading, and deploying turnkey marketing campaigns from the Vertex Partner Hubs, including customizable "Campaigns-in-a-Box," event opportunities, webinars, and monthly newsletters.

Certifications

Select partner types can learn how to expertly market, sell, and service our solutions by completing relevant and appropriate certifications. Every element of our learning paths has been designed to develop your understanding of our products, complete with knowledge checks to help maximize your effectiveness and increase your sales.

MDF Opportunities

Partners looking to grow their marketing efforts and drive greater channel business will find substantial support through our allocated marketing development funds (MDF). Together, we will work to create marketing plans that connect and convert, helping you increase your leads and accelerate your sales pipeline.

This benefit is in PoC for select partners currently. General availability of this offering is forthcoming.

Premium and Elite-Level Benefits

Our premium and elite partner members can look forward to receiving exclusive benefits that will enable you to reach even higher levels of success and profitability. Some of these opportunities include:



Specialized Certifications

Stay one step ahead of the competition with additional learning opportunities and specialized certifications. These exclusive courses and assessments can help you gain additional value from your partnership, level-up your product knowledge, and increase your sales.



VIP Marketing Support

Receive expert marketing support as part of your partnership. For each partner, we develop dynamic, co-branded campaign assets aligned with industry best practices that revolve around bringing customers seamlessly through each stage of the buyer's journey.



How to Join

Are you ready to transform your company, expand your portfolio, and start delivering the premier indirect tax technology solution to your customer base? At Vertex, we recognize that your success is our success, and we are committed to developing long-term, mutually beneficial relationships essential to shared and sustainable growth.

Visit <https://www.vertexinc.com/partners/become-partner> today to inquire into the Vertex Global Partner Program!

We can't wait to start this journey with you!

North America | Latin America | Europe | Asia Pacific



[VertexInc.com](https://www.vertexinc.com)



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