

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!

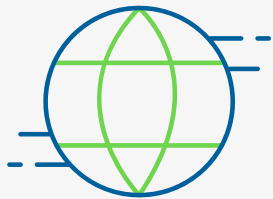
Why Vertex?

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	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Training**	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Joint Marketing Activities	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Certification	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Sandbox Access*/Developer Licenses	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Partner Enablement Services	✓		✓	✓		✓	✓		✓	✓		✓
VIP Marketing							✓	✓	✓	✓	✓	✓
Sponsorship Opportunities							✓	✓	✓	✓	✓	✓

Accounting & Consulting Firms

Technology Partners

System Integrators

* 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 and are provided upon request.

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.

Training

Gain access to Vertex University for training, which offers in-depth, structured courses focused on specific products and services.

Partner Enablement Services

We provide comprehensive resources and frameworks that are aligned with industry-leading standards to optimize implementation success.

Sandbox Access

Access is hosted by Vertex and accessible remotely, provided "as is" without any warranty.

Certifications

Foundation, Associate, and Expert level certifications are available and accompanied by badges to demonstrate expertise. To earn certifications, partners must successfully pass both knowledge and practical skills assessments.

Partner Hub

This resource center offers the latest sales and marketing materials, product updates, training, and ecosystem-specific content to help you bring Vertex to market.

Joint Marketing Activities

Vertex offers scalable co-marketing opportunities that are pre-designed and ready for roll-out, including joint product launches, campaigns-in-a-box, and on-demand webinars to drive education and thought leadership. All resources are available in the Partner Hubs, with new materials added regularly for your use.

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:



Sponsorship Opportunities

As an Elite or Premium partner, you'll gain priority access to invite-only sponsorships, with prominent placement at high-profile events. This allows you to promote your brand directly to Vertex's engaged customer base, expanding your reach and positioning your brand as a trusted industry leader with key decision-makers.



VIP Marketing

Enjoy the unique opportunity to collaborate directly with our partner marketing team for white-glove support. By working alongside Vertex as an extension of your marketing department, you'll have the option to create customized co-branded assets and campaigns to drive joint client revenue.



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

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