



IPRO ALLIANCE PARTNER PROGRAM

BETTER GOVERNANCE | FASTER INSIGHTS | SMARTER DISCOVERY

Why Partner with IPRO?

Drive more profitability into your business

With the explosion of data volume, sources, and non-structured document sharing, how can you help customers regain control of their information? As an IPRO partner, we help you meet that challenge head on with better governance, faster insights, smarter eDiscovery.

Choosing to partner with IPRO, means that whether you are a Legal or Managed Service Provider, you'll be enabled to leverage our best-in-class solutions and services to better deliver on client projects, grow your business, and increase your potential for profit.

We are committed to providing a collaborative network that sets your organization up for success as you look to support corporations, healthcare institutions, law firms, and government agencies manage data.

The IPRO Alliance Partner Program is uniquely positioned to help you to gain a competitive advantage by becoming more strategic about your offerings and entire business model.

Extend your business reach

We provide the trusted deal support you need to become experts in data management with our integrated product platform, giving you the ability to provide new lines of service to vertical markets, including finance, healthcare, legal, and government.

Litigation Hold, Preservation Optimization: Help clients streamline technology and workflow across all eDiscovery processes.

Data Segregation and Remediation: Identify sensitive client information to be segregated and create automatic alerts before a breach, limiting risk and avoiding penalties.

File Share, SharePoint, and Office 365 File Cleanup: Align data retention policies and legal holds to defensibly dispose of unnecessary client data, reducing cost and risk.

Migration to Cloud Applications: Move only necessary data, ensuring clients meet IG and eDiscovery demands before, during, and after migration.

Simplified Messaging Data Processes: Design modern policies for clients to support evolving technology and legal requirements around data in collaboration tools to reduce risk.

YOUR PATH TO SUCCESS

The **IPRO Alliance Partner Program** enables you to engage with IPRO at the level that represents your organization’s commitment and competency with our solutions.

All new partners will enter the program at the Authorized tier and may advance to the Premier or Elite tier upon achieving specific revenue targets and completing required training/certifications/accreditations.

YOUR PATH TO SUCCESS IS EASY WITH SPECIFIC REQUIREMENTS AND BENEFITS FOR EACH LEVEL.

IPRO ALLIANCE PARTNER
Authorized

IPRO ALLIANCE PARTNER
Premier

IPRO ALLIANCE PARTNER
Elite

Program Requirements	Authorized	Premier	Elite
Sign IPRO Alliance Partner Agreement	✓	✓	✓
Promote IPRO on solutions web page	✓	✓	✓
Annual new/add-on revenue target	✓	✓	✓
Develop mutual account and marketing plans		✓	✓
Quarterly business review		✓	✓
Sales certification		✓	✓
Technical training		✓	✓

As we believe each partner is closely tied to our overall continued growth and offers valuable perspectives from unique market expertise, you can count on us to equip your organization with the resources and people to help you sell and win. We’ve got you covered with sales and technical certifications, sales playbooks and assets, solid partner sales assistance, internal use rights licenses (IUR), referral fees & healthy margins, and renowned support you can count on to learn, grow, and profit.

YOU CAN BE CONFIDENT ABOUT GROWING YOUR BUSINESS WITH IPRO!

The IPRO Alliance Partner Program is designed to fully enable every partner for success with a customized onboarding plan that seeks to understand and work with your unique business opportunities and resources during each step of the process. Our team works with you and is committed to accelerate the sales cycle, help close deals and maximize your business pipeline development.

As an IPRO partner you can count on us to support your sales efforts and adapt to your strengths and expertise in specific markets, geographies, or domains. Our dedicated partner enablement team will work with you to determine your path to success before official onboarding begins.

THESE INITIAL MEETINGS WILL GAIN A BETTER UNDERSTANDING OF YOUR:

- Acquired knowledge, skills and expertise
- Industry & geography coverage
- Other product partnership combinations
- Market gaps that represent best areas of opportunity
- Prospective partnership model that best fits your needs

Once this is established, we'll provide a detailed schedule for onboarding ensuring you receive the technical training and sales enablement critical for your business success.

We believe that a well-trained and well-equipped partner is best prepared to deliver the highest level of service. That's why when you join The IPRO Alliance Partner Program, you'll receive the attention, training, and materials necessary to win new clients and expand your business.

Program Benefits	Authorized	Premier	Elite
Business			
Partner Development Manager	✓	✓	✓
Executive Sponsor			✓
Deal registration	✓	✓	✓
Renewal assignment	✓	✓	✓
Sales Enablement			
Access to IPRO Partner Portal	✓	✓	✓

Program Benefits	Authorized	Premier	Elite
Sales Enablement			
Partner Updates Newsletter	✓	✓	✓
Sales Enablement Training		✓	✓
No Cost Demo and Lab System		✓	✓
Marketing			
Demand Generation Support		✓	✓
Joint Marketing initiatives		✓	✓
Featured in Marketing and PR initiatives			✓
Lead sharing		✓	Priority
Training			
Field Enablement Training		✓	✓
Active participation with Product Management		✓	✓
Access to MyIPRO certifications		✓	✓
Technical Support			
Access to Technical Support	✓	✓	✓
Advanced Deployment and Support Training		✓	✓
Technical Sales Training		✓	✓



JOIN THE IPRO ALLIANCE PARTNER PROGRAM TODAY

IPRO believes that we can help you become strategic with your existing customers and gain new ones all while lightening the load on solving challenges with true partner assistance. Together we can offer a unique value with a combined set of solutions that differentiates your offerings from other providers in the market.

Whether you are a specialist service provider that needs extra resources or a larger firm looking to expand into new lines of service, the IPRO Alliance Partner Program can support your needs.

New Recurring Revenue: Drive new lines of service across industry verticals with our solutions and services.

Deal Registration: Receive the support you need to sell and market our product suite.

Sales Training: Engage your entire team with field training, technical support and certifications.

Sales Enablement: Access the IPRO Alliance Partner Program portal and newsletter for training at your own speed.

Marketing Support: Collaborate on demand generation and joint marketing initiatives.

Best-in-class Solutions: Access to our product portfolio that spans the entire spectrum from Information Governance to eDiscovery.

**EMBRACE THE CONVERGENCE OF IG
AND EDISCOVERY ACROSS YOUR CUSTOMER
BASE WITH OUR COMPREHENSIVE PLATFORM.**

**Contact us
today to
get started.**

IPRO is reinventing the way organizations interact with their data.

By transforming the EDRM and thinking "upstream" we bring insight far earlier in the eDiscovery process, enabling teams inside and outside your organization to collaborate transparently at any stage, before data is even collected. By thinking about and interacting with your data differently, you'll eliminate waste and reduce risk.

Visit our website to learn more.