

# Fujitsu Partner Program

## Partnership Levels



# Partnership levels



★ ★  
FUJITSU  
**Strategic**  
partner

By Invitation

Higher revenue commitment – Higher bonus

Business Plan on how to achieve the targets:

- **Compliance & Fujitsu Generalist certification**
- Number of certified people – optional

★ ★  
FUJITSU  
**Advanced**  
partner

Revenue commitment – Bonus

Business Plan on how to achieve the targets:

- **Compliance & Fujitsu Generalist certification**
- Number of certified people – optional

★  
FUJITSU  
**Essential**  
partner

Compliance & Fujitsu Generalist certification

No revenue commitment

# Requirements and Benefits

Fujitsu Partner level



Partner  
Registration

- ❖ Channel Portal
- ❖ Product Portfolio
- ❖ Partner Program Information
- ❖ Special price for projects
- ❖ Ecosystem Platform

Certify in FTA Portal

★  
FUJITSU  
Essential  
partner

**Benefits**

- ❖ MDF
- ❖ Deal registration
- ❖ Rising Stars

**Requirements**

- ❖ Compliance-Certification
- ❖ Fujitsu Generalist certification

★★  
FUJITSU  
Advanced  
partner

**Benefits**

- ❖ MDF
- ❖ Deal registration
- ❖ Backend rebates
- ❖ Regional Sales Manager

**Requirements**

- ❖ Compliance-Certification
- ❖ Fujitsu Generalist certification
- ❖ Achievement exit of FY with a specific revenue threshold\*
- ❖ Signed Target Letter

★★★  
FUJITSU  
Strategic  
partner

**Benefits**

- ❖ MDF
- ❖ Deal registration
- ❖ Backend rebates
- ❖ Regional Sales Manager

**Requirements**

- ❖ By Invitation
- ❖ Compliance-Certification
- ❖ Fujitsu Generalist certification
- ❖ Achievement exit of FY with a specific revenue threshold\*
- ❖ Signed Target Letter

\* - Revenue thresholds might vary per region/country. The target is defined with your RSM/Account Manager.

# Benefits



	Partner Registration			
Base Rebates			X	X
Growth Rebates			X	X
New Customer Bonus			X	
Deal registration Bonus				X
Deal registration		X	X	X
MDF		X	X	X
Rising Stars		X		
Account Management			X	X
Reference for new customers or strategic themes		X	X	X
Project Price (SPR or SDC)	X	X	X	X
Special logos		X	X	X
Access to product information and training	X	X	X	X
Ecosystem Platform	X	X	X	X

**Register now and get ready to reach the stars.**

[Register here](#)