

Overview of the Rackspace Partner Network Levels, Benefits and Qualifications

The Rackspace Partner Network tiered structure aligns benefits and resources to match the level of partnership you desire and ensures room for future growth. Whether you are a Member or Platinum Partner, you have access to a wealth of relevant industry information, training and tools to empower your customers and generate new business opportunities.

MANAGED HOSTING PROGRAM LEVEL BENEFITS	MEMBER	SILVER	GOLD	PLATINUM
Portal Access	✓	✓	✓	✓
OnBoarding Support	✓	✓	✓	✓
Email/Partner Newsletters	✓	✓	✓	✓
Dedicated Sales Representative	✓	✓	✓	✓
Sales Aids	✓	✓	✓	✓
Sales & Technical Training	✓	✓	✓	✓
Participate in Rackspace Partner Events	✓	✓	✓	✓
Partner Generated PR		✓	✓	✓
Landing page - Web-to-lead Form		✓	✓	✓
Rackspace Online Store		✓	✓	✓
Rackspace Microsite			Limited	✓
Featured in Searchable Partner Database on Rackspace's European sites		✓	✓	✓
Searchable Database on Partner Portal		✓	✓	✓
Promotions to Rackspace Partner Base			✓	✓
Dedicated Channel Manager			✓	✓
Rackspace Referrals			✓	✓
Rackspace Generated PR				✓
Training Rackspace Sales and Support			Limited	✓
Sponsor Internal Rackspace Sales Contests			Limited	✓

MANAGED HOSTING PROGRAM LEVEL BENEFITS	MEMBER	SILVER	GOLD	PLATINUM
Compensation	Monthly payment	Monthly payment	Monthly payment	Monthly payment
Price Discounts or Commissions	5%	10%	12%	15%
Partner Recognition	Member Level Logo on Website	Silver Level Logo on Website	Gold Reception Area Plaque and Gold Level Logo on Website	Platinum Reception Area Plaque and Platinum Level Logo on Website

QUALIFICATIONS	MEMBER	SILVER	GOLD	PLATINUM
Managed hosting closed customer opportunities required per year to qualify for this level	1	2+	5+	8+
Rackspace new business MRR required to qualify for this level and receive benefits			£20K / €25K MRR per year	£50K / €60K MRR per year
Sales & Technical Training	Optional	Optional quarterly webex training	Participate in webex training	Participate in webex training courses and attend Rackspace training
Partnership planning meetings	Optional	Optional quarterly webex training	Yearly with quarterly updates	Yearly with quarterly updates