Solution partner program More opportunities for growth

Join the monday.com solution partner program and share in the success of one the fastest-growing SaaS companies in the world.

Solution partner tiers

choose the path that's right for you

Start small		Invest early			
Authorized	Bronze	Silver	Gold	Platinum	
Discover the value that monday.com can bring to your business and enjoy world-class support along the way.	Elevate your sales and implementation skills and dive deeper into your collaboration with monday.com.	Invest further in your practice and unlock more revenue streams and best-in-class enablement and support.	Grow your team, product expertise, and customer service, and get higher commissions, a dedicated channel partner manager, and much more.	Welcome to the top! Establish a proven practice with outstanding customer satisfaction, form a long-lasting relationship with monday.com for sustained mutual growth, and enjoy exclusive partner benefits.	

Apply now and become a monday.com partner

<u>Apply now</u>

Unlock amazing benefits on your way to exponential growth

Get higher commissions and increased support as you climb the tiers.

		Starts	Start small		Invest early	
Benefits		Authorized	Bronze	Silver	Gold	Platinum
Commission	Leads sourced by monday	N/A	N/A	\$\$\$	\$\$\$\$	\$\$\$\$\$
	Leads sourced by partner	\$	\$\$	\$\$\$	\$\$\$\$	\$\$\$\$\$
	Partner academy	\bigtriangledown	\bigtriangledown	\bigtriangledown	\checkmark	\bigcirc
	Expert certifications	\bigtriangledown	\bigcirc	\bigcirc	\checkmark	\bigtriangledown
Enablement	Training & support	\times	\times	\bigcirc	\checkmark	\bigtriangledown
	Access to partner portal	\bigtriangledown	\bigtriangledown	\checkmark	\bigtriangledown	\bigtriangledown
	Access to Partner Hub	\bigtriangledown	\bigcirc	\bigtriangledown	\bigtriangledown	\bigcirc
	Free monday.com demo account	\bigtriangledown	\bigcirc	\bigtriangledown	\bigcirc	\bigtriangledown
	Deal registration	N/A	N/A	\bigcirc	\bigtriangledown	\bigcirc
Sales	First priority for monday.com leads & co-sell	\times	\times	$\left(\times\right)$	\times	\bigcirc
	Pre-sales support	\times	\times	\checkmark	\bigtriangledown	\bigtriangledown
	Product/vertical specializations	\times	\times	\bigtriangledown	\bigtriangledown	\bigtriangledown
	Partner directory listing	\times	\times	\bigtriangledown	\bigtriangledown	\bigtriangledown
	Partner awards	\times	(\times)	$\left(\times\right)$	\checkmark	\bigcirc
	Market development funds	\times	(\times)	\$	\$\$	\$\$\$
Marketing	Event support	\times	\times	$\left(\times\right)$	\bigtriangledown	\bigcirc
	Access to co-brandable creative asset library	\bigcirc	\bigcirc	\bigcirc	\bigtriangledown	\bigcirc
	Partner tier logos	\bigcirc	\bigcirc	\bigcirc	\checkmark	\bigcirc
	Access to partners community	\bigcirc	\bigcirc	\bigcirc	\checkmark	\bigcirc
	Dedicated channel partner manager	(\times)	(\times)	(\times)	\checkmark	\bigcirc
	Customer success support	\times	$\left(\times\right)$	(\times)	\checkmark	\bigcirc
Support	Priority support from CX team	\times	\mathbf{x}	(\times)	(\times)	\bigtriangledown
	Funded monday.com HQ visit (upon application)	\times	\mathbf{x}	(\times)	(\times)	\bigcirc
	Business review with monday.com leadership	\times	\times	$\left(\times\right)$	(\times)	\bigcirc
Partner	Invitation to product feedback focus groups	\mathbf{x}	(\times)	$\left(\times\right)$	(\times)	\bigcirc
influence	Invitation to partner committees	\times	(\times)	(\times)	(\times)	\bigcirc

Requirements

Benefits	Authorized	Bronze	Silver	Gold	Platinum
Requirements ARR (annual recurring revenue)	N/A	\$30K	\$60K (at least \$30K from partner- sourced deals)	\$300K (at least \$150K from partner- sourced deals)	\$750K (at least \$250K from partner-sourced deals)
Certified team	l sales certifications	l sales certifications	2 sales certifications, 1 CSM certification	3 sales certifications, 2 CSM certifications, 1 AM certification	5 sales certifications, 3 CSM certifications, 2 AM certifications
CSAT (customer satisfaction)	(\times)	(\times)	80% delighted clients	80% delighted clients	80% delighted clients
NDR	(\times)	(\times)	105%	108%	110%

Do you focus on delivering professional services?

We've got you covered. We also offer a service path that allows Service Partners in North America, the United Kingdom, and Australia & New Zealand to reach the Gold and Platinum tiers by meeting the below professional services requirements. Please note that in order to access this opportunity, the regular Silver tier requirements detailed above must be met*.

Requirements	Gold	Platinum	
CSAT (customer satisfaction)	80% delighted clients	80% delighted clients	
# Projects Delivered (Yearly)	30	50	
Certified team	2 consultants, 1 services sponsor	3 consultants, 1 developer, 1 services sponsor, 1 project manager	
Partner Sourced ARR	\$50K	\$100K	

Benefits	Gold	Platinum
Dedicated Service Partner Manager	$\overline{\times}$	\bigtriangledown
Distribution of leads for service projects**	(\times)	
Advanced Delivery Partner badge	(\times)	\bigcirc
Services-specific enablement	\bigtriangledown	\bigtriangledown
Possibility to join monday.com's Expert Marketplace	\bigcirc	\bigtriangledown

 If you're not in the selected regions (North America, the United Kingdom, or Australia & New Zealand), you can still get the Advanced Delivery Partner badge by meeting the higher tier requirements (50 projects delivered annually, a headcount that includes 3 consultants, 1 developer, 1 services sponsor and 1 project manager, and 80% delighted clients), but you won't be able to qualify to become Platinum through the services track.

Product specialization tracks*

Earn specializations based on your product expertise. Each track includes additional product-specific requirements, and allows you to unlock new, exclusive benefits.

Requirements	monday CRM	monday Dev	
Number of deals	10 ENT	10 ENT	
Annual recurring revenue coming from product	\$100K	\$100K	
Certified team	2 CRM, 1 PS	2 DEV, 1 PS	
Benefits	monday CRM	monday Dev	
Priority in leads distribution for specific product			
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Access to product team and product roadmap		\bigcirc
Unlock additional exclusive market development funds	\bigtriangledown	\bigtriangledown

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* The above product specialization paths will become available for monday.com partners later this year. Partners will be notified once the paths are accessible.

World-class enablement

Enjoy cutting-edge training and support for free

Personal support

From weekly calls with your dedicated CPM to pipeline management consultations, tailored business plans, and ongoing support in closing deals - we've got your back.

specific enablement

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Partner Academy

Join our interactive e-learning series, become a certified partner, and collect badges to share your qualifications with your prospects.

Partner Hub

Everything you need to succeed as a partner in one place. Receive unlimited access to resources, marketing materials, events, community, and support.

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Educational webinars

Discover new product features, competitive positioning, product roadmaps, and more.

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Sales & services bootcamps

Take your sales and implementation strategy to the next level with valuepacked sales bootcamps for select partners.

Trusted by 186,000+ customers worldwide





• Participation in the Solution Partner Program is subject to execution of either the Referral Program Terms and Conditions (start small track) or Channel Partner Program Terms and Conditions (invest early track) (together the Partner Terms) and is subject to the terms and conditions therein. In the event of any conflict between any provision herein or elsewhere and the Partner Terms, the terms of the Partner Terms shall prevail. The Partner Terms may be subject to changes as determined by monday.com.

