

# Solution partner program Jumpstart your growth with monday.com

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



**PARTNERSHIP LEADERS**

## Named Partnership Leader's Partner Program of the Year

Voted by partners around the globe as the most supportive, incentivizing, and innovative partner program in the industry.

## Solution partner tiers

Choose the right path for you and map your growth trajectory.

Start small		Invest early		
Authorized	Bronze	Silver	Gold	Platinum
Get a taste of our partner program as an Authorized partner. Enjoy world-class support to achieve your goals.	Deepen your sales and implementation skills and collaborate with monday.com sales experts to hit your targets.	Unlock more revenue streams and growth opportunities, and get a dedicated channel partner manager.	Expand your team, product expertise, and customer service capabilities, while getting access to more lucrative benefits.	Become a top-tier partner and enjoy exclusive partner benefits. Form a long-lasting relationship with monday.com for mutual growth.

Apply now and become a monday.com partner

Apply now

## Unlock amazing benefits as you climb the tiers

Your success is our success. Earn higher commissions and gain tailored support as you further invest and improve your performance.

Benefits	Authorized	Bronze	Silver	Gold	Platinum	
Commission	Leads exported by monday.com	⊗	⊗	\$\$\$	\$\$\$\$	\$\$\$\$\$
	Leads sourced by partner	\$	\$\$	\$\$\$	\$\$\$\$	\$\$\$\$\$
Enablement	Certifications	☑	☑	☑	☑	☑
	Training & support	☑	☑	☑	☑	☑
Partner platforms	Partner portal	☑	☑	☑	☑	☑
	Partner Academy	☑	☑	☑	☑	☑
	Partner Hub & Knowledge Base	☑	☑	☑	☑	☑
	Partner community	☑	☑	☑	☑	☑
	Partner & solution directory	⊗	⊗	☑	☑	☑
monday.com internal usage account	☑	☑	☑	☑	☑	
Sales	monday.com demo account	☑	☑	☑	☑	☑
	Deal & service project registration	⊖	⊖	☑	☑	☑
	First priority for monday.com leads & co-sales	⊗	⊗	⊗	⊗	☑
	Pre-sales support	⊗	⊗	☑	☑	☑
	Product specializations	⊗	⊗	☑	☑	☑
Marketing	Market development funds	⊗	⊗	\$	\$\$	\$\$\$
	Event support	⊗	⊗	⊗	☑	☑
	Partner awards	⊗	☑	☑	☑	☑
	Access to the co-brandable creative asset library	☑	☑	☑	☑	☑
	Tier-based asset kits	☑	☑	☑	☑	☑
Support	Dedicated channel partner manager	⊗	⊗	☑	☑	☑
	Customer success support	⊗	⊗	⊗	☑	☑
	Funded monday.com HQ visit (upon application)	⊗	⊗	⊗	⊗	☑
	Business review with monday.com leadership	⊗	⊗	⊗	⊗	☑
Partner influence	Join product feedback focus groups	⊗	⊗	⊗	⊗	☑
	Sit on the Partner Advisory Board	⊗	⊗	⊗	⊗	☑

## Requirements

Here's what you need to achieve to climb the tiers and enjoy the benefits above.

Requirements	Authorized	Bronze	Silver	Gold	Platinum
ARR	⊖	\$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)
Certifications	1 sales	1 sales	2 sales, 1 CSM	3 sales, 2 CSM, 1 AM	5 sales, 3 CSM, 2 AM
CSAT (customer satisfaction)	⊗	⊗	80% delighted customers	80% delighted customers	80% delighted customers
NDR	⊗	⊗	105%	108%	110%

## Focused more on professional services?

### Another way to become a top partner with monday.com.

If you're located in North America, Canada, the United Kingdom, Australia, or New Zealand, you can also reach Gold and Platinum status (with all the associated benefits) by focusing on delivering expert professional services.

Requirements	Gold	Platinum
Project expertise	40 projects or 3,000 hours	70 projects or 5,000 hours
CSAT (customer satisfaction score)	4.7 out of 5	4.7 out of 5
Certifications	2 implementation consultant, 1 PS sponsor	3 implementation consultant, 1 PS sponsor, 1 dev, 1 PS project manager, 1 AM
Partner sourced ARR	\$75K	\$150K

↓ Broaden your offering and reach more customers ↓

## Earn the Advanced Delivery Partner badge

Develop your professional services capabilities and earn the Advanced Delivery Partner (ADP) badge to unlock lucrative service benefits.

Benefits	High-touch support regions*	Rest of the world
Public ADP badge	☑	☑
Higher listing in partner directory	☑	☑
Project distribution**	High-touch project distribution through S&P	Low-touch project distribution through the Expert Catalog
Point of contact	1-on-1 Partner Project Manager	1-to-many Partner Project Manager
Access to ADP community	☑	☑

Requirements	
Project expertise	70 projects or 5,000 hours
CSAT (customer satisfaction score)	4.7 out of 5
Certifications	3 implementation consultant, 1 dev, 1 PS sponsor, 1 PS project manager, 1 AM
Partner sourced ARR	\$150K

\* High-touch support regions: United States, Canada, United Kingdom, Australia, New Zealand, Israel, France, Brazil, Japan, and DACH.  
\*\* PS subcontracting projects will be distributed when available. The number of available projects is not controlled by the PS team and projects can never be guaranteed.

## Become a monday CRM specialist

Unlock new opportunities by specializing in our fastest-growing product.

Benefits
Priority for CRM lead distribution
Product specialization badge
Exclusive product-specific enablement
Access to product team and product roadmap
Unlock additional exclusive market development funds

Requirements	
Number of deals	10 Enterprise
ARR coming from product	\$100K
Partner sourced ARR	\$30K
Certifications	2 CRM, 1 PS

Trusted by 225,000+ customers worldwide



Apply now and become a monday.com partner

Apply now

• Participation in the Solution Partner Program is subject to execution of either the Authorized (previously referral) Program Terms and Conditions (start small path) or Channel Partner Program Terms and Conditions (invest early path) (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.  
• The final decision on the path you will start on (start small or invest early) is subject to our program and regional needs.