

## Webalo Partner Program FAQs

### Q: What is the Webalo Partner Program?

**A:** Webalo partners are best-in-class third party companies that provide our customers complete solutions in project development, implementation, and with complementary products or services. The Webalo Partner Program ensures our customers that the partners we select have been trained and certified to successfully sell and/or implement a Webalo project.

### Q: What are the categories of partnerships?

**A:** We have four categories: Alliance Partners, Channel Partners, Systems Integrators and Technology Partners.

### Q: What are the differences?

**Alliance Partners** are companies that offer strategic value to our customers by bringing depth to Webalo's offerings with a strong infrastructure of product and technology. Amazon and Microsoft are examples of Alliance Partners.

**Channel Partners** are third party sales organizations that represent Webalo. They are 'one stop' providers for both the Webalo UX Platform and complementary solutions. Webalo Channel Partners have proven expertise bringing the Webalo UX Platform to market and providing application support.

**Systems Integrators** have been certified by Webalo to be independently qualified to develop Webalo apps and implement the Webalo UX Platform. They work in concert with Webalo and/or a Webalo Channel Partner.

**Technology Partners** offer complementary technology to Webalo.

### Q: Are there fees associated with being a Webalo partner?

**A:** It depends on the partner type whether fees are applied. In general, Systems Integrator and Channel Partner categories have fees, which are applied to training, certification, demos and other sales support activities.

### Q: How do I get started as a partner?

**A:** Simply fill out the **form** on our "Become a Partner" page.