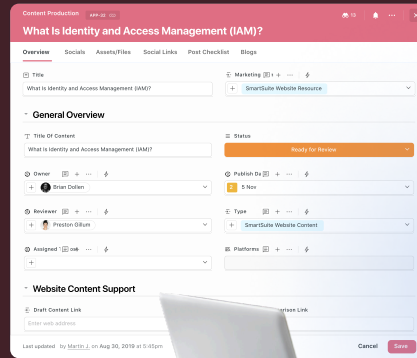


SmartSuite Referral Program

Recommend SmartSuite and share in the success.



Reseller • Services • Technology • Referral • MSP • Strategy Partners

The SmartSuite Referral Program is designed for consultants, advisors, influencers, and organizations who identify and refer qualified opportunities but don't want to own the full sales or delivery motion. Referral partners introduce SmartSuite into the right conversations and let our teams take it from there.

At a glance

- Refer qualified prospects that fit SmartSuite's ideal customer profile
- Let SmartSuite's sales and solutions teams drive evaluation and close
- Stay in your advisory role while we manage contracting and implementation
- Earn referral incentives for sourced opportunities that become customers

Why partner through the Referral Program?

- Add a modern GRC, IT, and work management platform to your recommended toolkit
- Maintain trust with clients by introducing a vetted platform and vendor
- Participate in the upside of successful SmartSuite deals without changing your business model
- Stay informed about outcomes so you can continue to guide your clients holistically

Who this program is for

- Independent consultants and boutique advisory firms
- Industry experts and influencers with strong client relationships
- Firms recommending tools and platforms but not implementing them directly
- Existing SmartSuite customers who frequently advise others on tooling



How referral partners create value

- **Spot** – Identify clients struggling with risk, IT, or workflow sprawl.
- **Recommend** – Introduce SmartSuite as a credible, modern alternative.
- **Connect** – Make a warm introduction and provide relevant context.
- **Stay trusted** – Continue advising while SmartSuite manages the sales process.

Where this program shines

- GRC, cyber, and resilience transformation projects
- ITSM and IT operations modernization initiatives
- Workflow and tool rationalization efforts across departments

How the Referral Program works

Referral partners identify smart-fit prospects and submit them as referrals or make warm introductions. SmartSuite manages the sales process, keeps you informed at key milestones, and provides referral incentives for eligible closed-won deals.

Referral partner journey

- 1 Align** – Understand SmartSuite's ideal customer profile and core use cases.
- 2 Refer** – Submit referrals or make introductions with the right context and contacts.
- 3 Engage** – SmartSuite runs discovery, demos, and evaluation; you stay engaged as an advisor when useful.
- 4 Reward** – Eligible closed-won deals generate referral incentives, as defined by the program.

Program benefits	Included for all	Enhanced for frequent referrers
Relationship	Access to a partner contact and periodic product updates.	Deeper briefings and early looks at new capabilities.
Economic	Referral incentives for eligible sourced opportunities that close.	Eligibility for higher-tier referral structures where applicable.
Technical & Enablement	High-level SmartSuite positioning and basic product overviews.	Deeper enablement content and access to more detailed demos.
Go-to-Market	Ability to reference SmartSuite as a partner solution.	Potential co-branded content or success stories when appropriate.

Referral incentive details, eligibility, and payment terms are defined in the Referral Program handbook and partner agreement.

What we look for in Referral partners

- Access to client relationships aligned with SmartSuite's ideal customer profile
- Reputation for objective, trusted recommendations
- Willingness to provide meaningful context when making introductions
- Alignment with SmartSuite's customer-first values

Ready to get started?

Select **Technology Program** when you apply at smartsuite.com/partners, or reach out to partner@smartsuite.com to discuss referral-only participation.