

SmartSuite Partner Program

Build and grow with a GRC-first work management platform.



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

The SmartSuite Partner Program brings together resellers, services firms, technology vendors, MSPs, referral partners, and strategic allies who want to standardize how their clients manage work across GRC, IT, PMO, and enterprise operations.

Partners use SmartSuite as a modern work management platform to deliver transformation projects, managed services, integrations, and ongoing advisory value—on a single, extensible system designed for regulated industries and complex workflows.

At a glance

- One platform for GRC, IT, PMO, and enterprise workflows
- Multiple ways to partner: Reseller, Services, Technology, Referral, MSP, Strategy Partners
- Designed for recurring revenue, not one-off projects
- Built by a team with deep experience in GRC platforms and global partner ecosystems

Why partner with SmartSuite?

- **GRC-first, enterprise grade** - Win with a platform that can support serious GRC, risk, and resilience programs, while also running IT and business operations on the same foundation.
- **Single platform, multiple revenue streams** - Attach licenses, services, integrations, and managed offerings to every customer, instead of stitching together point tools.
- **Modern no-code + AI architecture** - Configure and evolve solutions quickly without writing and maintaining custom code, while tapping into embedded AI to accelerate work.
- **Built for partners from the start** - The program reflects decades of experience building GRC platforms and global services practices, with a clear focus on mutual, long-term value.

Who this program is for

- Consulting and advisory firms leading GRC, cyber, IT, PMO, and operations projects
- Resellers and solution providers that want to add a modern, GRC-capable work management platform to their portfolio
- ISVs, data providers, and technology vendors looking to integrate into business-critical workflows
- MSPs delivering ongoing services where process, governance, and reporting matter
- Consultants, advisors, and influencers who frequently recommend tools to their clients
- Strategic firms seeking a platform partner for multi-year, multi-region programs



The SmartSuite Partner Ecosystem

The program is organized into six core partner tracks:

- **Reseller Program** – Sell and transact SmartSuite licenses, often bundled with your own solutions.
- **Services Program** – Design, implement, and optimize SmartSuite solutions for clients.
- **Technology Program** – Integrate your product or data with SmartSuite to deliver joint value.
- **Referral Program** – Introduce SmartSuite into qualified opportunities and share in the success.
- **MSP Program** – Deliver managed GRC, IT, and workflow services powered by SmartSuite.
- **Strategy Partners** – Co-innovate and co-sell on strategic initiatives and key enterprise accounts.

Partners can participate in more than one track as their relationship with SmartSuite deepens.

How the SmartSuite Partner Program works

The program is designed to be simple to understand and flexible enough to support different business models.

Partner journey

- 1 Explore & Align** - Understand the platform, ideal customer profile, and partner tracks. Align on where SmartSuite best fits your strategy.
- 2 Apply & Enroll** - Submit a partner application indicating your focus (Reseller, Services, Technology, Referral, MSP, Strategy Partners). SmartSuite reviews fit and enrolls you into the right track(s).
- 3 Enable & Launch** - Access training, resources, and solution patterns. Define joint plays and begin working with SmartSuite teams on initial opportunities or offerings.
- 4 Grow & Differentiate** - Build repeatable offerings, pursue larger opportunities together, and advance into higher tiers with expanded benefits as your SmartSuite practice matures.

Program structure at a glance

The SmartSuite Partner Program is built around:

- **Partner tracks** – Reseller, Services, Technology, Referral, MSP, Strategy Partners
- **Tiers** – A tier model (e.g., Registered, Select, Premier, Elite) that recognizes deeper engagement and success across tracks
- **Performance & specialization** – Progression based on ARR influenced/sourced, certified practitioners, successful implementations, and customer success

Each partner track has its own detailed handbook and requirements, but all share common principles: clarity, shared success, and a focus on customer outcomes.

Benefits are grouped into categories that scale with commitment and impact

Relationship	Access to SmartSuite partner contacts and updates	Dedicated Partner Manager and executive access for higher-tier partners	Participation in advisory councils and roadmap sessions where appropriate
Economic	Competitive program-specific economics (e.g., margins, referral incentives)	Models aligned to recurring revenue from licenses and services	Enhanced incentives and rewards for advanced partners in select tracks
Technical	Access to sandboxes, NFR environments, and technical documentation	Implementation guides, integration patterns, and solution blueprints	Early insight into relevant roadmap areas for deeper partners
Enablement	SmartSuite Academy training and certifications for key roles	Playbooks and patterns for GRC, IT, PMO, and enterprise workflows	Joint enablement sessions and tailored content for advanced partners
Go-to-Market	Listing in the SmartSuite partner directory and relevant catalogs	Co-marketed content, events, and campaigns for qualifying partners	Joint account planning and co-sell engagement on strategic opportunities

Specific benefits, thresholds, and commercial terms are defined in each program's handbook and in the applicable partner agreements.

Across all tracks, SmartSuite partners are expected to:

- **Uphold high standards** of ethics, integrity, and data protection
- **Represent SmartSuite accurately** and use approved messaging and brand assets
- **Prioritize customer outcomes** and collaborate constructively with SmartSuite teams
- **Maintain relevant SmartSuite product knowledge** through training and updates

Each track includes additional expectations—such as certifications for Services partners, integration quality for Technology partners, or SLAs for MSPs—described in its program-specific handbook.

Ready to explore the SmartSuite Partner Program?

If you're interested in partnering with SmartSuite, we'd love to hear from you.

Not sure which track is right?

Our partner team can help you map your business model to the right combination of programs.

Ready to apply?

Visit smartsuite.com/partners, and submit a brief application indicating your interests:

- Reseller
- Services
- Technology
- Referral
- MSP
- Strategy Partner

Have questions or a specific idea?

Email us at partner@smartsuite.com and we'll connect you with the right member of our team.

Together, we can help customers standardize how work gets done across risk, IT, and enterprise operations—on a platform built to support both transformation projects and long-term success.