

Greenhouse Partner Tiers

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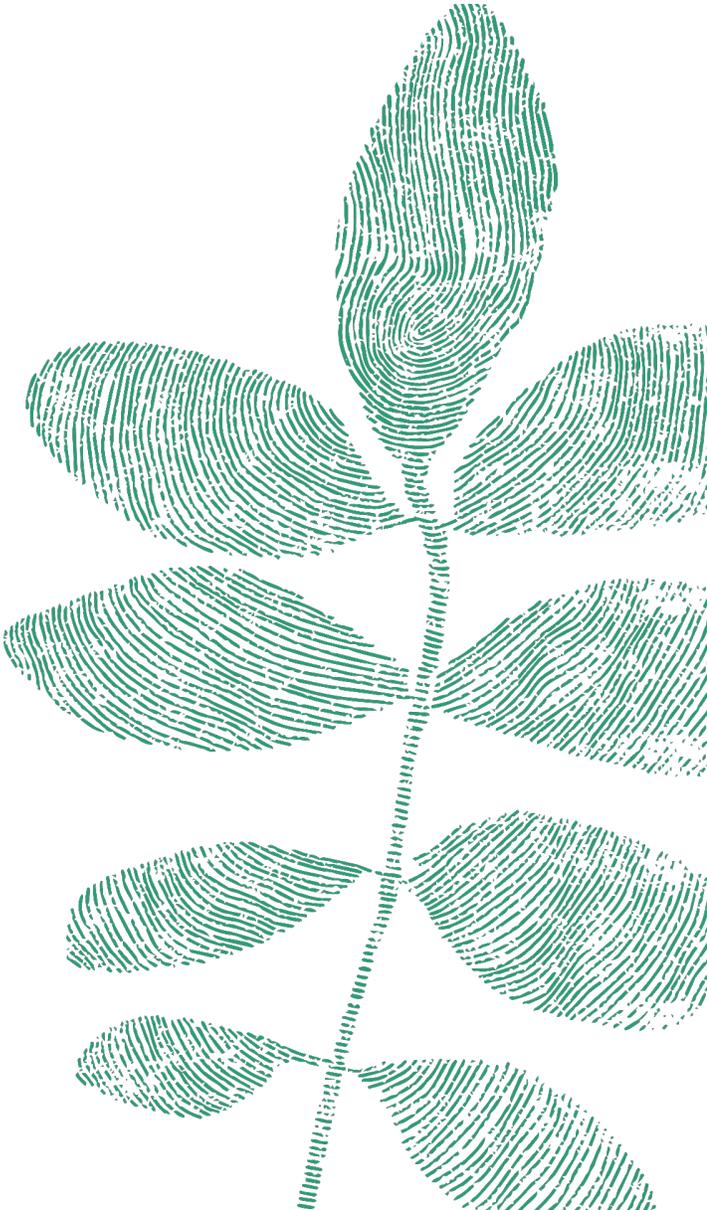


Table of contents

<u>Integration partners</u>	3
<u>Directory of integration partners</u>	4
<u>Alliance Partner</u>	5
<u>Preferred Partner</u>	6
<u>Official Partner</u>	7
<u>Software vendor</u>	8
<u>Solution partners</u>	9
<u>Directory of solution partners</u>	10
<u>Alliance Partner</u>	11
<u>Preferred Partner</u>	12
<u>Official Partner</u>	13



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Integration partners



Directory of integration partners

Partner Tiers	Annual Criteria	Requirements	Benefits
Alliance Partner	By invitation only	Custom terms and agreement	<ul style="list-style-type: none"> Partner manager Prioritized placement of partner directory listing Sandbox access and support listing Custom go-to-market
Preferred Partner	<ul style="list-style-type: none"> \$10M+ shared ARR By invitation only 	Signed partner agreement	<ul style="list-style-type: none"> Partner manager Prioritized placement of partner directory listing Sandbox access and support listing 15% mutual revenue share
Official Partner	\$0-\$10M shared ARR	Signed partner agreement	<ul style="list-style-type: none"> Partner directory listing Sandbox access and support listing 10% mutual revenue share
Software vendor	N/a	N/a	N/a

Alliance Partner

Annual criteria

Strategic product and market alignment

By invitation only

Annual fee

\$0

Benefits

Product

- Custom terms
- Sandbox access
- Greenhouse-hosted support documentation

Promotion

- Custom terms
- Prioritized placement of listing in the Greenhouse.com and Greenhouse Recruiting Partner Directory

Enablement

- Custom terms
- Invitations to Greenhouse partner town halls and events
- Access to the Greenhouse Partner Portal with referral tracking, co-branding assets and enablement

Discounts and Revenue Share

- Custom terms
- 10% off standard pricing to become a Greenhouse customer
- Opportunity to up-tier 1x a calendar year to enjoy new benefits for the program year term

Preferred Partner

Annual criteria

\$10M+ shared Annual Recurring Revenue based on Greenhouse annual contract value

Strategic product and market alignment

By invitation only

Annual fee

\$0

Requirements

Legal

- Signed partner agreement

Revenue Share

- 15% revenue share on 1 year annual contract value
-

Benefits

Product

- Sandbox access
- Greenhouse-hosted support documentation

Promotion

- Prioritized placement of listing in the Greenhouse.com and Greenhouse Recruiting Partner Directory
- Account mapping using Crossbeam

Enablement

- Invitations to Greenhouse partner town halls and events
- Access to the Greenhouse Partner Portal with referral tracking, co-branding assets and enablement

Discounts and Revenue Share

- 15% revenue share on 1 year annual contract value
- 10% off standard pricing to become a Greenhouse customer
- Opportunity to up-tier 1x a calendar year to enjoy new benefits for the program year term

Official Partner

Annual criteria

\$0-\$10M shared Annual Recurring Revenue based on Greenhouse annual contract value

Annual fee

\$0

Requirements

Legal

Signed partner agreement

Revenue Share

- 10% revenue share on 1 year annual contract value
-

Benefits

Product

- Sandbox access
- Greenhouse-hosted support documentation

Promotion

- Listing in the Greenhouse.com and Greenhouse Recruiting Partner Directory

Enablement

- Invitations to Greenhouse partner town halls and events
- Access to the Greenhouse Partner Portal with referral tracking, co-branding assets and enablement

Discounts and Revenue Share

- 10% revenue share on 1 year annual contract value
- 10% off standard pricing to become a Greenhouse customer
- Opportunity to up-tier 1x a calendar year to enjoy new benefits for the program year term

Software vendor

Requirements	N/a
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Annual fee	N/a
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Requirements and benefits	Software vendors do not receive any partner benefits, including sandbox access, OAuth 2.0 API authentication, partner directory listings, revenue share and more.
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Solution partners



Directory of solution partners

Partner Tiers	Annual Criteria	Requirements	Benefits
Alliance Partner	<p>10+ new customers or over \$500k new ARR</p> <p>By invitation only</p>	<p>Signed partner agreement</p> <p>Completed Greenhouse enablement</p>	<p>Partner manager</p> <p>Prioritized placement of partner directory listing</p> <p>20% revenue share</p>
Preferred Partner	<p>5+ new customers or over \$250k new ARR</p> <p>By invitation only</p>	<p>Signed partner agreement</p> <p>Completed Greenhouse enablement</p>	<p>Partner manager</p> <p>Prioritized placement of partner directory listing</p> <p>15% revenue share</p>
Official Partner	<p>Refer 0-4 new customers or up to \$250k new ARR</p>	<p>Signed partner agreement</p> <p>Completed Greenhouse enablement</p>	<p>Partner directory listing</p> <p>10% revenue share or customer discount</p>

Alliance Partner

Annual criteria

10+ new customers or over \$500k new Annual Recurring Revenue based on Greenhouse annual contract value

By invitation only

Annual fee

Free

Requirements

Legal

- Signed partner agreement

Enablement

- Completed Greenhouse enablement
-

Benefits

Team

- Partner manager

Promotion

- Prioritized placement of listing in the Greenhouse Recruiting Partner Directory

Enablement

- Invitations to Greenhouse partner town halls and events
- Access to the Greenhouse Partner Portal with referral tracking, co-branding assets and enablement

Discounts and Revenue Share

- 20% revenue share on 1 year annual contract value
- 10% off standard pricing to become a Greenhouse customer
- Opportunity to up-tier 2x a calendar year to enjoy new benefits for the program year term

Preferred Partner

Annual criteria

5+ new customers or over \$250k new shared Annual Recurring Revenue based on Greenhouse annual contract value

By invitation only

Annual fee

Free

Requirements

Legal

- Signed partner agreement

Enablement

- Completed Greenhouse enablement
-

Benefits

Team

- Partner manager

Promotion

- Prioritized placement of listing in the Greenhouse Recruiting Partner Directory
- Account mapping using Crossbeam

Enablement

- Invitations to Greenhouse partner town halls and events
- Access to the Greenhouse Partner Portal with referral tracking, co-branding assets and enablement

Discounts and Revenue Share

- 15% revenue share on 1 year annual contract value
- 10% off standard pricing to become a Greenhouse customer
- Opportunity to up-tier 2x a calendar year to enjoy new benefits for the program year term

Official Partner

Annual criteria	0-4 new customers or up to \$250k new shared Annual Recurring Revenue based on Greenhouse annual contract value
Annual fee	Free
Requirements	<p>Legal</p> <ul style="list-style-type: none">• Signed partner agreement <p>Enablement</p> <ul style="list-style-type: none">• Completed Greenhouse enablement
Benefits	<p>Promotion</p> <ul style="list-style-type: none">• Listing in the Greenhouse Recruiting Partner Directory <p>Enablement</p> <ul style="list-style-type: none">• Invitations to Greenhouse partner town halls and events• Access to the Greenhouse Partner Portal with referral tracking, co-branding assets and enablement <p>Discounts and Revenue Share</p> <ul style="list-style-type: none">• 10% revenue share on 1 year annual contract value• or customer discount• 10% off standard pricing to become a Greenhouse customer• Opportunity to up-tier 2x a calendar year to enjoy new benefits for the program year term