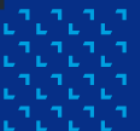




Partner Getting Started Guide

Entando



Introduction to the program

Welcome to the Entando Partner Program!

The goal of Entando's Partner Program is to establish a strong and unified partner base where both partners and Entando can help each other expertly succeed. The Program offers partners solution services, training, marketing and lead generation for pre-sales and post-sales support. The Entando Partner Program enables partners to work smarter, faster, and more efficiently with Entando.

As a new member of the Entando Partner Program, here are a few things to expect from us:

- Welcome email from the Client Support manager - Please read and respond to this email as we need info & assets from YOU!
- Login information for access to Entando Partner Portal** on www.entando.com
- Sales enablement outline and training materials to support the sales process

***Note that the Entando Partner Portal is available anytime and anywhere. The portal provides access to tools, training, support, and resources for you to advance your business.*

Within the Partner Portal you will also find assets for use during co-branding opportunities and initiatives with Entando. Do check out the Partner Program page as your company's official logo will be listed under our Partner Program page on www.entando.com.

We will be here to support you while you and your team become acquainted with all that we have available to you in order to establish our relationship and understanding of the platform.

Again, welcome to the Entando ecosystem, we are pleased and excited to have you join our community.

Important Notes for Partners

Here are some helpful notes for new Entando partners along the onboarding process:

- Who is your first point of contact?
- What are the official Entando channels? How do I stay up to date on the product?
- How to register leads?
- Where to keep current on the product roadmap and Entando vision?

Entando contacts

Your first reference contact all through the duration of the partnership agreement is the Client Support Manager that will be assigned after signing the agreement.

You can contact your reference Client Support Manager for any need or request; depending on your request he/she will then put you in touch with other people of the Entando team.

Other important roles and contacts are:

- the Channel Manager, for commercial issues and agreements
- the Technical Engagement Manager, as far as technical requests are concerned

Official Channels

Here's where you can find and connect with us.



www.youtube.com/c/EntandoVideos



www.instagram.com/entandoinc



twitter.com/entando



facebook.com/Entando



linkedin.com/company/entando



github.com/entando



<https://forum.entando.org/>



dev.entando.org

Lead Registration

Please do always take a few minutes to register your leads and protect your company for business opportunities that you discover. Download the form available on the Partner Portal and share it with your Channel Manager, with whom you can define the best Entando proposal for your leads.