

It's time to take your business to the next level

Partner with Anaplan



Anaplan

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It's time to take your business to the next level. Embrace connected planning with an Anaplan partnership.


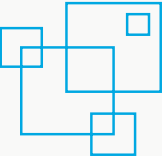





Anaplan is driving a new age of connected planning. Large and fast-growing organizations use Anaplan's cloud platform in every business function to make better-informed plans and decisions and drive faster, more effective planning processes.

Our cloud planning platform connects data, people, and plans in every part of a business, including finance, supply chain, sales, workforce planning, and IT. We call this connected planning. Its benefits include better-informed decisions, increased productivity, and greater speed. Connected planning can be achieved at any scale, from a single use case to enterprise-wide.

Anaplan has a fast-growing global community of best-in class consulting partners. As experts on the Anaplan platform, our partners help customers implement the platform, build and implement apps, and ultimately drive planning transformation across the world.

Anaplan allows us to engage with new clients who want speed, pace, and certainty in their EPM solution development

- Marco Limito, Senior Manager, Accenture

<div>50,000+ USERS</div> <div></div>	<div>200+ APPS</div> <div></div>	<div>16 OFFICES in 10 countries</div> <div></div>	<div>700+ EMPLOYEES</div> <div></div>
<div></div> <div>Positioned in the Visionaries Quadrant of Gartner's Magic Quadrant for SPM and CPM in 2015</div>	<div>134% year-on-year revenue growth</div> <div></div>	<div>Headquartered in San Francisco</div> <div></div>	

Why partner with Anaplan?

When you partner with Anaplan, you become part of an organization that is changing the way businesses approach their planning processes.

As an Anaplan partner, you gain more than just access to our planning platform. You can also take advantage of training programs, marketing resources, and a Partner Portal that offers a wealth of resources and materials. Our partner program is designed to help you to reach out to prospects, engage with customers, and competitively differentiate your company.

As an Anaplan partner, you can:

- Develop a revenue stream from consulting and SaaS subscriptions
- Deliver value by offering Anaplan's cloud planning platform
- Complement and enhance your existing offerings
- Develop knowledge to advise clients on the latest connected planning technology

Sales and marketing support

Marketing campaigns. Work with Anaplan to reach out to prospects, generate demand, and build new relationships via co-branded marketing activities and events.

Sales enablement. Use the materials in Anaplan's Learning Center to learn the latest positioning, use cases, and model building techniques.

Presales enablement. Leverage our demo assets and support to help your presales team build expertise and product knowledge.

Solution and sales support. Receive assistance in developing models for demonstrations and POCs, reviewing of models, and co-developing of solutions.

Partner Portal. Access sales and marketing materials to develop compelling go-to-market campaigns, accelerate your sales cycles, and grow your business.

Technical support. Get support via the Anaplan product, Live Chat, and the Anaplan Community.

We have implemented a very complex and huge S&OP model for one customer, where the user performance is stunningly fast. Once a user updates parameters in a scenario, the model recalculates instantly!

- Jan Veerman, Managing Partner, EyeOn Solutions

Anaplan provides our clients with a solution that is easy to build, easy to maintain and easy to understand. It reduces complexity and makes business processes work simply. We can add real value to a client business, quickly and robustly.

- Neil Doyle, Managing Director, Bedford Consulting

Training and enablement

Anaplan's comprehensive training path helps our partners build Anaplan delivery skills. Our courses are available as self-paced on-demand modules, with some in-depth, in-person training available.

Certification Path	Core competencies		
	Modeling	Design	Advisory
Description	Build models on the Anaplan platform at an advanced level	Design an Anaplan solution and account for the wider technology solution and ecosystem	Manage customer relationships, advise on the best way to translate business processes into Anaplan, help the customer succeed
Courses	102: Introduction to Model Building 201: Intermediate	299: Design	402: The Anaplan Way
Shadowing	10 days minimum		
Time	Coursework: 34 hours	Coursework: 10 hours Case study: 30-40 hours	Coursework: 32hours Experience: 2-3 projects

The App Hub

Anaplan partners can package industry, functional, and domain expertise into rapidly deployable apps that run on the Anaplan platform. These apps help customers understand the connected planning journey and provide a way for partners to showcase their knowledge and skills.

When you become an App Partner, you receive a free listing on the Anaplan App Hub and can monetize your intellectual property with customized services, training, and support. The App Hub is accessible by anyone—not just current Anaplan customers—so an App Hub presence can generate new inquiries.

Each app is reviewed and certified by Anaplan's app team. Partners that develop apps must submit an App Profile and sign the App addendum to your Partner Agreement. Anaplan works with our partners to develop go-to-market plans for new apps.

The Anaplan Partner Program

Benefits	Anaplan Partner
Commission on 1st year ACV	✓
Virtual instructor-led or public training	Discounted
On-demand training	Included
Sales enablement	✓
Revenue from consulting services	✓
Commitments	
Minimum sourced 1st year ACV	✓
Certified customer success resource	✓
Meets customer satisfaction performance criteria	✓



The Anaplan App Hub gives us a powerful and scalable way to package our industry and business insights for our clients.

- Sam Kapreilian, Chief Technology Officer, Deloitte Tax LLP

What's next?

These steps will advance our partnership discussion:

1. Agree on a joint business plan.
2. Sign the Partner Agreement.
3. Enroll in training courses and get accredited.
4. Get started. Have workspace provisioned on the Anaplan platform, connect with the local Anaplan sales and marketing team, plan go-to-market activities, and enable your sales and presales teams.

To find out more about partnering with Anaplan, please contact the representative for your region:

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About Anaplan

Anaplan is driving a new age of connected planning. Large and fast-growing organizations use Anaplan's cloud platform in every business function to make better-informed plans and decisions and drive faster, more effective planning processes. Anaplan also provides support, training, and planning transformation advisory services. Anaplan is a privately held company based in San Francisco with 16 offices and over 150 expert partners worldwide.

To learn more, visit anaplan.com

