

Ivanti Partner Portal Getting Started Guide



ivanti

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Introduction

Overview Welcome to Ivanti. The purpose of this guide is to introduce tools and resources that partners will use to perform common tasks. This guide will help partners accomplish the following:

Objectives:

- Register for Ivanti Partner Portal Access
 - Access:
 - Ivanti Partner Portal
 - Training available on the Ivanti Advantage Learning platform
 - Sales and Technical Sales Enablement resources
 - Register a Deal
 - Submit a Technical Reward
-

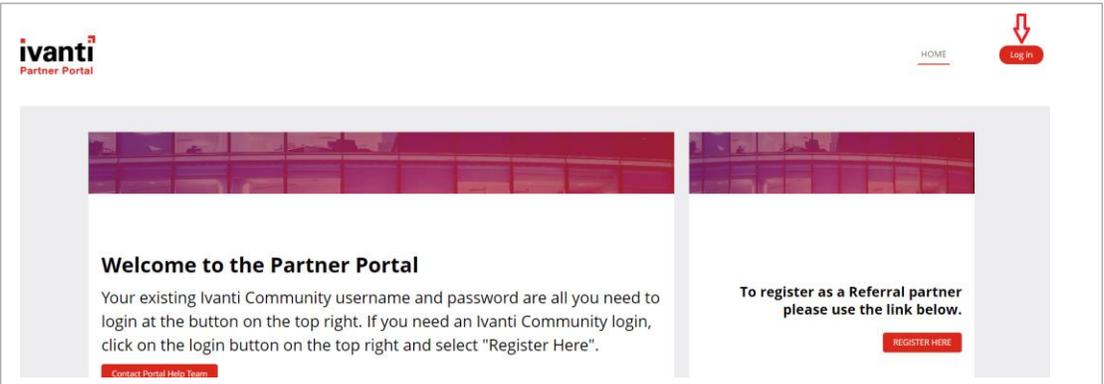
Registering for Ivanti Partner Portal Access

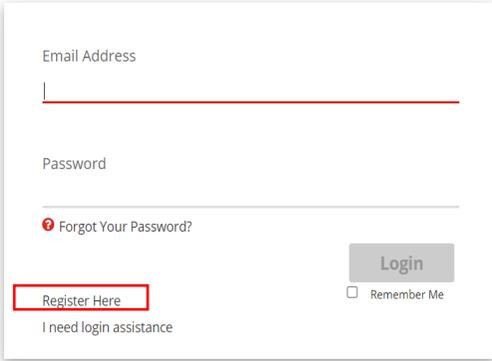
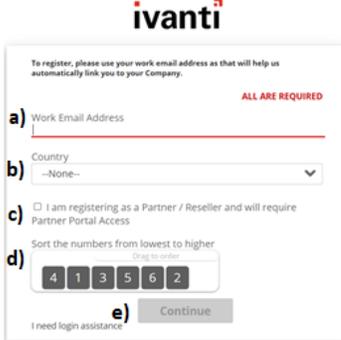
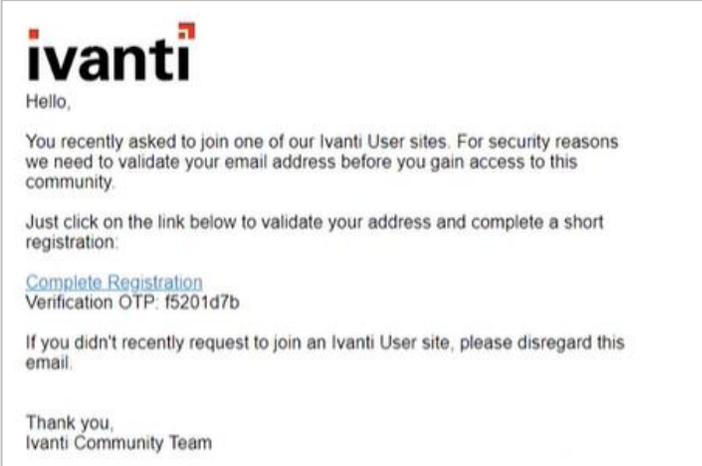
Overview

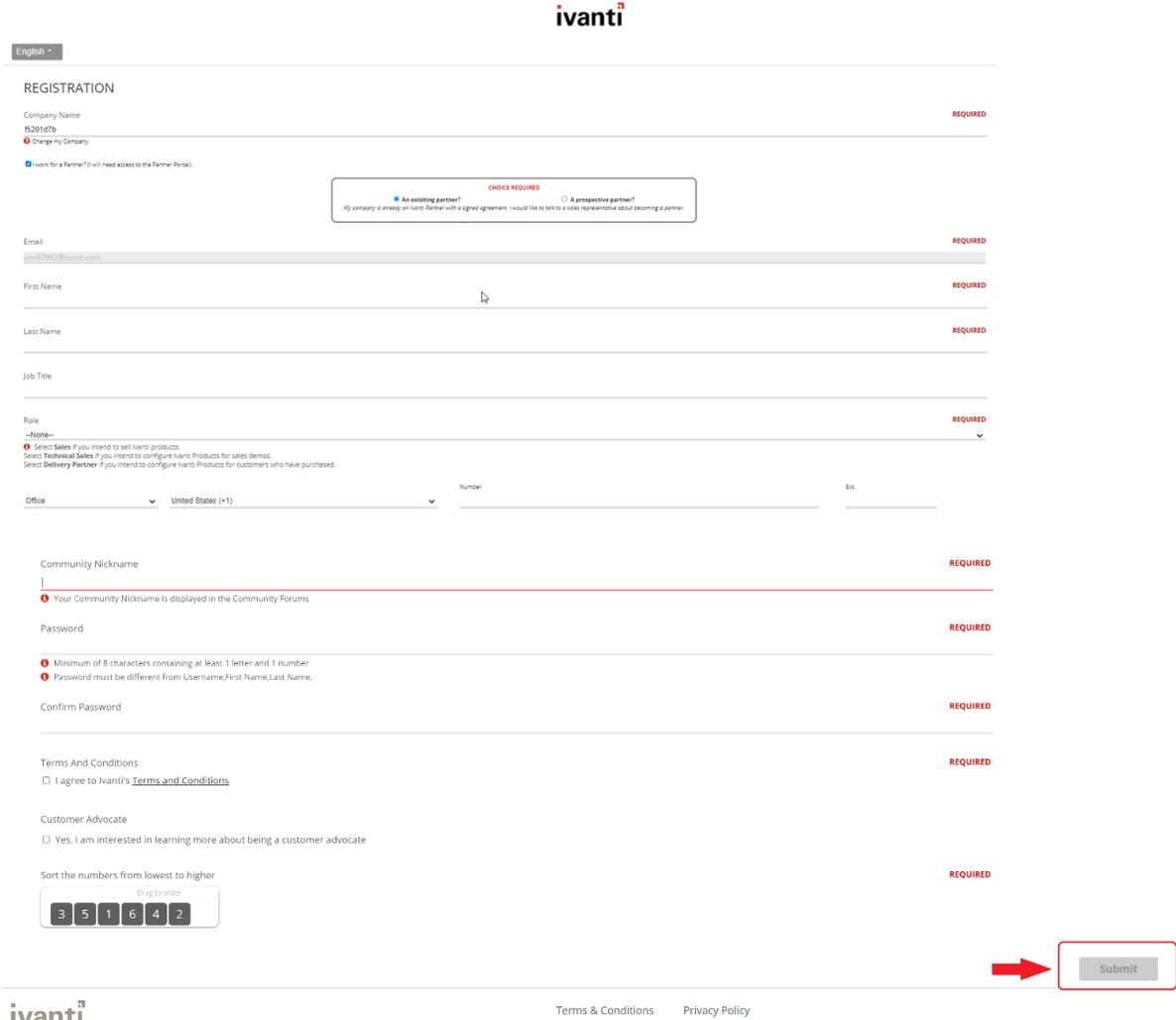
The Ivanti Partner Portal provides access to deal registration, marketing resources, training and enablement, and support resources. Registration will provide one-stop single sign-on (SSO) access to self-service options and partner resources. Registering is performed once by new partner contacts when prompted by their assigned Ivanti Account Manager or Partner's existing primary contact designated as a "Super User." The Partner company must already have an active status with Ivanti (Existing account record in Ivanti's CRM system and has a signed agreement on file) for registration to be approved.

Setting your SSO login will grant you access to Ivanti portals. Visibility may vary. Success Portal, often referred to as Ivanti Community - <https://success.ivanti.com>, is the main entrance to **all** portal access. Here, you can manage your SSO profile and create Support, Licensing, Account/User access requests. You will see references to <https://selling.ivanti.com/s/> (the partner portal) throughout this documentation. It grants access to Partner only features and content. When you click Login from this site, you will be directed to the Success Portal.

⚠ Registration is a two-step process. 1) Submit and 2) Verify registration. Once you submit your registration, it is critical that you respond to the automated email to resume with the verification process before being granted access to the Ivanti Partner Portal to perform tasks in the portal.

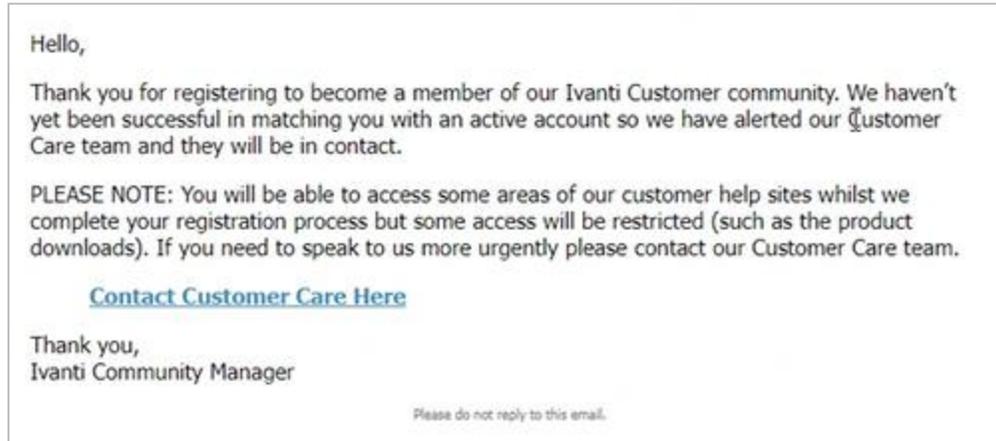
Step:	Action:
1.	Visit https://selling.ivanti.com/s/
2.	Click Log In button in upper right corner of page: 

Step:	Action:
<p>Note:</p> 	<p>The login page will display in English by default. To view text in a different language, select your preference from the drop-down list.</p> <ul style="list-style-type: none"> English French German 日本語 简体中文
<p>3.</p>	<p>Click Register Here:</p> 
<p>4.</p>	<p>a) Enter your work email address. b) Select your country. c) ▲ Check the box next to I am registering as a Partner/Reseller and will require Partner Portal Access d) Drag the numbers to sort from lowest to highest. e) Click Continue button.</p> 
<p>5.</p>	<p>Check your email from communitynoreply@ivanti.com for further steps.</p>  <p>▲ You will only receive this if the system detects an existing active partner account record for your company on file.</p>

Step:	Action:
6.	Copy the unique verification one-time password (OTP)
7.	Click Complete Registration hyperlink to open registration form
8.	Paste OTP in designated required field: 
9.	Click Submit button.
10.	Complete all required fields in self-registration form:
	<p>Important: Be sure to select the option that indicates you work for an existing partner. Accept the Terms and Conditions.</p> 
11.	Click Submit button.

Troubleshooting

If you receive the following email when you initially register, it means that the system did not detect an existing active partner account record for your company on file.

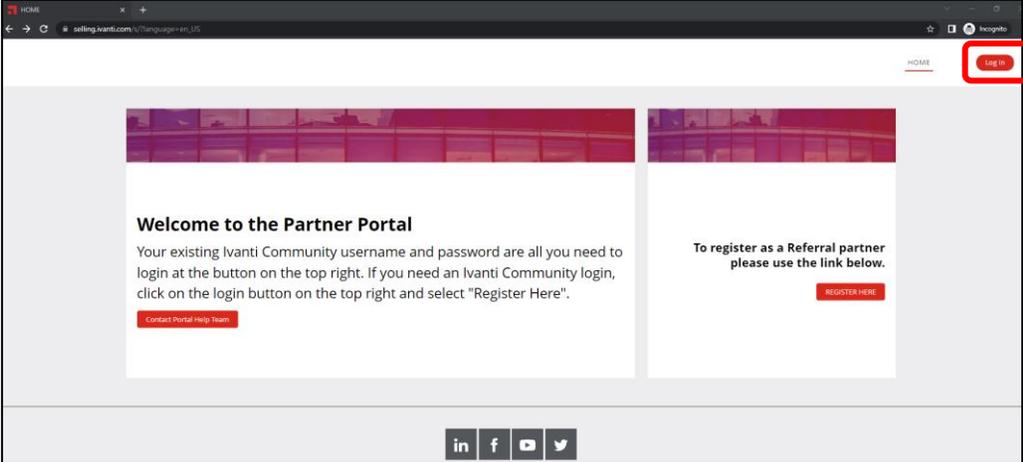


A Customer Care representative will reach out to you within hours (during Americas and EMEA business hours) to gather verifying information to attempt to match your registration with the appropriate active partner account record on file.

If you have any other issues with the registration process, please contact:
GlobalChannelOps@ivanti.com

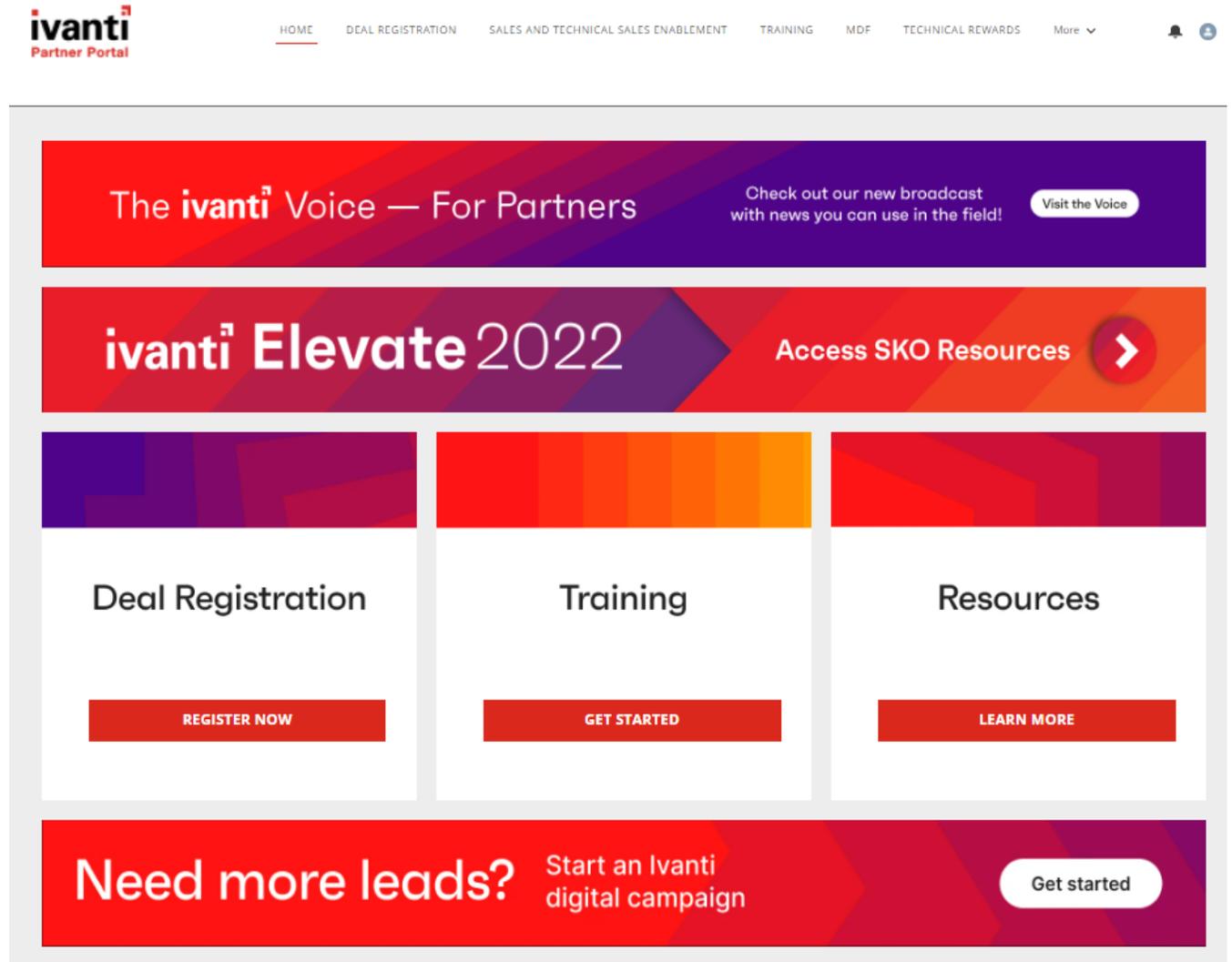
Accessing the Ivanti Partner Portal

<p>Overview</p>	<p>All Ivanti Channel Sales partners will regularly access the Ivanti Partner Portal, a one stop self-service site that provides access to deal registration, marketing resources, training, product details, support resources, and sales and technical sales enablement. Once registration has been submitted and verified, partner contacts will be able to login with their credentials.</p> <p>Take a virtual tour of the Ivanti Partner Portal by viewing this demo video, then follow the steps below to access the Ivanti Partner Portal.</p>
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Step:	Action:
1.	Visit https://selling.ivanti.com/s/
2.	<p>Select 'Log in' in the upper right.</p> 
3.	Enter your credentials. If you do not have login credential, please follow registrations instructions in “ Registering for Ivanti Partner Portal Access ” section of this document.
4.	<p>Click the Partner Portal tile.</p> 
<p>Tip</p> 	<p>Alternatively, you can access the portal via https://success.ivanti.com/community_home_page using the same credentials.</p>

Continued next page...

Results:



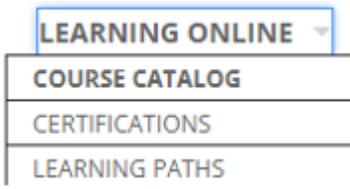
To learn about various sections of the partner portal, please visit the Table of Contents to navigate to the respective topic.

Accessing Training – Ivanti Advantage Learning

Overview When seeking self-paced training on products and basic sales processes, Ivanti customers, partners, and employees can navigate to Ivanti Advantage Learning, the learning management system with an extensive course catalog. An education subscription and technical access permissions are required to enable access.

Follow the steps below to access training. If you require technical support, please click [here](#) to create and submit a **Help Request**.

Step:	Action:																		
1.	Log On the Partner Portal. If you do not have login credential, please follow registrations instructions in “ Registering for Ivanti Partner Portal Access ” section of this document.																		
2.	Click the Partner Portal tile																		
3.	Click Get Started on Training tile:																		
4.	Click Access Ivanti Advantage Learning																		
5.	<p>Scroll down the site to explore online learning paths categorized for sales and services partners:</p> <table border="1"> <thead> <tr> <th>If...</th> <th>Then...</th> <th>Do...</th> </tr> </thead> <tbody> <tr> <td>Sales Partner and/or interested in foundational sales product training</td> <td>Click Sales Partner online learning tile</td> <td>Complete training modules in multiple solutions: <ul style="list-style-type: none"> •Endpoint Manager •Security •Asset Management •Service Manager •User Workspace Management •Ivanti Neurons for Discovery •Ivanti Neurons Workspace </td> </tr> <tr> <td>Service Partner and/or interested in technical training in preparation for certification in Ivanti solutions.</td> <td>Click Service Partners online learning tile and review best path based on experience level. <table border="1"> <thead> <tr> <th>Consultant Type</th> <th>Criteria</th> <th>Goal</th> </tr> </thead> <tbody> <tr> <td>New</td> <td>Has < 100 Hours with Ivanti</td> <td>Consultant Certification</td> </tr> <tr> <td>Experienced</td> <td>Has Consultant certification</td> <td>Expert and Master Certification</td> </tr> </tbody> </table> </td> <td>Work with channel manager in respect to accessing learning for Service partners as there is a specific provisioning to this learning content that must be applied within the system.</td> </tr> </tbody> </table>	If...	Then...	Do...	Sales Partner and/or interested in foundational sales product training	Click Sales Partner online learning tile	Complete training modules in multiple solutions: <ul style="list-style-type: none"> •Endpoint Manager •Security •Asset Management •Service Manager •User Workspace Management •Ivanti Neurons for Discovery •Ivanti Neurons Workspace 	Service Partner and/or interested in technical training in preparation for certification in Ivanti solutions.	Click Service Partners online learning tile and review best path based on experience level. <table border="1"> <thead> <tr> <th>Consultant Type</th> <th>Criteria</th> <th>Goal</th> </tr> </thead> <tbody> <tr> <td>New</td> <td>Has < 100 Hours with Ivanti</td> <td>Consultant Certification</td> </tr> <tr> <td>Experienced</td> <td>Has Consultant certification</td> <td>Expert and Master Certification</td> </tr> </tbody> </table>	Consultant Type	Criteria	Goal	New	Has < 100 Hours with Ivanti	Consultant Certification	Experienced	Has Consultant certification	Expert and Master Certification	Work with channel manager in respect to accessing learning for Service partners as there is a specific provisioning to this learning content that must be applied within the system.
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Step:	Action:
<p>Tip</p> 	<p>Quick Search methods from the Learning Online menu:</p>  <ul style="list-style-type: none"> • Course Catalog: Displays list of training by product family • Certifications: List training courses mapped to a certification learning path. • Learning Paths: Defined paths consisting of multiple courses sequenced to provide a beginning to end learning experience. The number in () indicates the number of learning paths associated with the topic. <p>Display and search results are governed by your subscription type and permissions.</p>

Accessing Sales and Technical Sales Enablement

Overview Those in Sales and Technical sales roles can find a variety of resources within the partner portal. Content includes product datasheets, technical webinar recordings, product demonstrations, sales plays, product releases and more. Training and Enablement are achieved through a variety of methods:

ENABLEMENT & TRAINING	Authorized	Select	Premier
Partner Onboarding	✓	✓	✓
Sales Enablement & Training	Free	Free	Free
Solution Selling	✓	✓	✓
Value-Based Selling	✓	✓	✓
Ivanti Advantage Learning	✓	✓	✓

- **Partner Onboarding** for new Partners to gain system access and leverage the Ivanti Partner Program tools & resources.
- **Sales Enablement & Training** to enable our Partner sales teams to identify, qualify and successfully manage sales cycles from start to finish.
- **Solution Selling** via events, partner portal, and through our Advantage Learning platform.
- **Value-Based Selling** to develop the competencies to communicate the value of Ivanti products and facilitates shorter sales cycles and greater deal profitability.

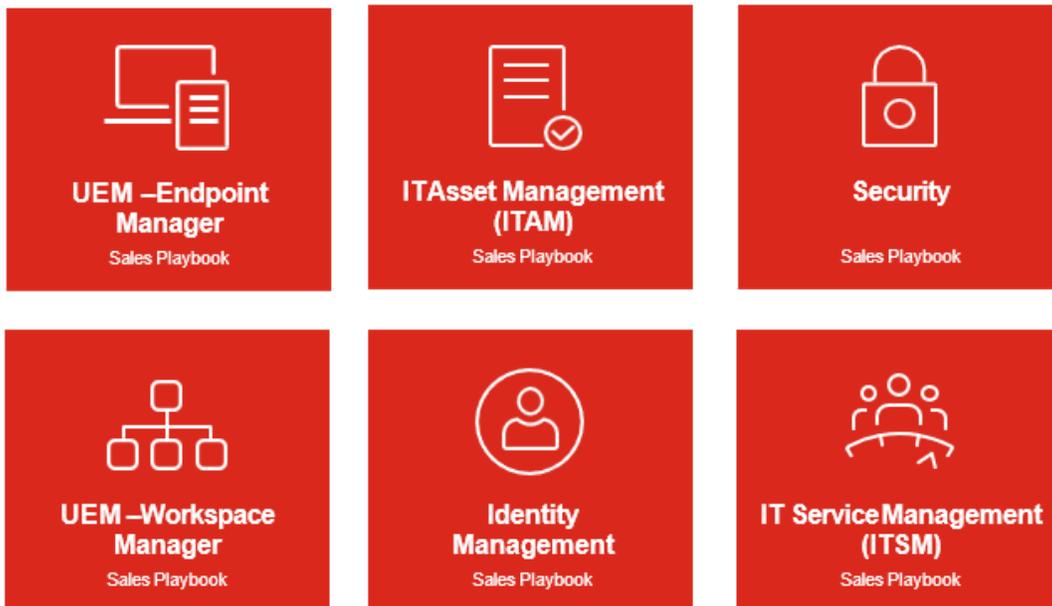
Let's explore the sales and technical sales enablement from within the partner portal.

Step:	Action:										
1.	Log On the Partner Portal. If you do not have login credential, please follow registrations instructions in " Registering for Ivanti Partner Portal Access " section of this document.										
2.	<p>Click Sales and Technical Sales Enablement menu located at the top of the home page:</p>  <p>Results: Resources display under each Ivanti product portfolio pillar.</p> <table border="1"> <thead> <tr> <th>Pillar</th> <th>Helps ...</th> </tr> </thead> <tbody> <tr> <td>Discover</td> <td>Find 30% more devices on a company's network.</td> </tr> <tr> <td>Manage</td> <td>Provide a personalized, ambient experience to end users.</td> </tr> <tr> <td>Secure</td> <td>Save companies millions in risk from phishing, ransom, and malware attacks.</td> </tr> <tr> <td>Service</td> <td>Enable self-healing through Hyperautomation.</td> </tr> </tbody> </table>	Pillar	Helps ...	Discover	Find 30% more devices on a company's network.	Manage	Provide a personalized, ambient experience to end users.	Secure	Save companies millions in risk from phishing, ransom, and malware attacks.	Service	Enable self-healing through Hyperautomation.
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Sales Enablement

As an extension of our sales team, we understand the importance of arming you with the right information you need to position Ivanti strongly among your customers and prospects. That's why Ivanti partners are invited to recurrent enablement sessions and enjoy access to sales tools and resources such as Sales playbooks that are made available to you as they are released in our Partner Portal. Ivanti Sales Playbooks are comprehensive sales guides that walk through how to position and sell Ivanti products. They will give you the edge against your competitors and help you win! How? They help you sell a solution based on value-driven outcomes desired by customers. They describe **what you need to know** (relevant trends, target account profile, buyer personas, public competitive information), **what to say** regarding key messaging, capabilities, supporting points, questions, differentiation, use cases, and **what to show** (i.e., demos, datasheets, analytics).

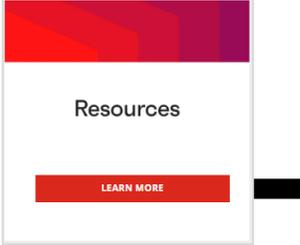
Ivanti Sales Playbooks



Tip



From the Home page of the Ivanti, Click **Learn More** on the **Resources** tile to navigate to additional resources.



You can also access the same area by selecting Resources from the **More** menu at the top of the Home page of Ivanti Partner Portal.



Explore menus:



Browse libraries by thumbnail



Demo Video Library

Browse resources by product

- Framework
- Compensation
- Agreements
- Templates
- FAQs
- Marketing Guides
- Newsletters
- Branding
- Templates
- Logos

Partners also have access to a vast amount of go-to-market enablement resources and research:

Go-to-Market Enablement Resources & Research

 <p>Buyer Personas & Messaging Executive, Economic, Technical Influencers</p>	 <p>Value Drivers Cybersecurity, IT Investments, Employee Experiences</p>	 <p>Sales Plays Value-driven Solutions and Guidance</p>
 <p>Demo Videos Searchable via Product Category or Keyword</p>	 <p>Data Sheets</p>	 <p>Success Stories Available for different verticals</p>

Tip



From the Home page of the Ivanti Partner Portal, click on the Ivanti Elevate banner to access Sales Kick-off (SKO) Resources:



Results:

A variety of video recordings, buyer persona descriptions and messaging aligned to Ivanti value drivers are listed.

SKO 2022 Recordings and Resources

Here are all recordings and resources from the Ivanti Sales Kickoff!

Recordings	Value Driver Resources
Day 1 of Ivanti Sales Kickoff 2022	Value Driver Messaging Briefs (Internal):
Elevate 2022 - Welcome	Manage, Automate & Prioritize Your Cybersecurity Journey
Fireside Chat with the Board	Gain Control Over Your IT Investments
Customer for Life, Customer Focus, Resilience	Provide Secure, Contextualized and Productive Employee Experiences
FY22 Design for Success Discussion	Value Driver One Pagers (Internal):
Value Driver Overview - Engaging 3 Levels of Buyer Personas	Manage, Automate & Prioritize Your Cybersecurity Journey
Value Driver 1 - MAP	Gain Control Over Your IT Investments
Digital Strategy & Innovation - ENVISION Final Recap and Close	Provide Secure, Contextualized and Productive Employee Experiences
Day 2 of Ivanti Sales Kickoff 2022	Value Driver Qualifying Questions (Internal):
Elevate 2022 - Ivanti Culture	Gain Control Over Your IT Investments
2022 Product Vision, Market Readiness, Why We Will Win	Value Driver Deep Dive (Internal):
Marketing Strategy 2022 Conclusion and Charge	Manage, Automate & Prioritize Your Cybersecurity Journey
Value Driver 2: Gain Control Over Your IT Investments	Gain Control Over Your IT Investments
Value Driver 3: Contextual Experience Huddle Prep, Instructions, Tools, etc. Final Recap and Close	Provide Secure, Contextualized and Productive Employee Experiences
	Value Driver Customer-facing Slides (External):
	Manage, Automate & Prioritize Your Cybersecurity Journey
	Gain Control Over Your IT Investments
	Provide Secure, Contextualized and Productive Employee Experiences
	Buyer Personas (Internal)
	Buyer Personas Presentation
	Engaging 3 Levels of Buyer Personas Presentation
	Persona Messaging - Manage, Automate & Prioritize Your Cybersecurity Journey
	Persona Messaging - Gain Control Over Your IT Investments
	Persona Messaging - Provide Secure, Contextualized and Productive Employee Experiences
	Buyer's Journey (Internal)
	Buyer's Journey Information (beginning on slide 21) can be found in "Engaging 3 Levels of Buyer Personas Presentation"

These enablement resources help you have consistent, customer-centric conversations to identify and understand customer problems or concerns before selling a solution.

Methodology Overview



Who are the buyers?

- Executives
- Economic Buyers
- Technical Influencers



What do they value and need?

- Ability to achieve regulatory and compliance goals
- Automation in user and system onboarding
- Optimized budget and staffing
- Visibility into devices, applications, and access



How do I sell value via solutions?

- Align desired outcomes with solutions and capabilities
- Product knowledge

Enablement Resources:

Buyer Personas

- Qualifying Questions
- Persona Messaging

Updated Sales Plays
Customer-facing resources

- On the partner portal, you can access buyer personas to understand the typical goals and pain points of key decision makers and influencers who are collectively involved in the purchasing decision.
- To understand what they value, we provide resources to help you ask qualifying questions and respond with messaging tailored for the buyer persona that you're interacting with.
- We also have customer facing presentations and sales plays to guide you in selling the right solution.

Review the following three value drivers in this year's go-to-market strategy. Notice that each driver is intentionally aligned to the buyer's desired outcomes, which aligns to our customer-centric model.

Introducing: Ivanti 2022 Value Drivers

<p>Manage, Automate and Prioritize (MAP) your Cybersecurity Journey</p> <p>Finally get your risk under control. Ivanti is your partner on your cybersecurity journey, working with you every step of the way to secure your networks, devices, applications, users and data.</p>	<p>Gain Control Over your IT Investments</p> <p>In order to protect your everywhere workplace from threats, you must know what and where your IT assets are at all times. Asset visibility is foundational—only when you know what assets you have, you can properly secure your IT investments, and optimize for best performance and cost.</p>	<p>Provide Secure, Contextualized & Productive Employee Experiences</p> <p>Power an Everywhere Workplace experience that "delights" employees and improves their productivity no matter where they are or on which device.</p>
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The following lists the sales plays relative to each value driver:

Value Drivers & Sales Plays

<p>Manage, Automate and Prioritize (MAP) your Cybersecurity Journey</p> <p>Solutions</p> <ul style="list-style-type: none"> • Ivanti Neurons for UEM • Ivanti Neurons for Patch Intelligence, Mgmt* • Ivanti Neurons for RBVM • Ivanti Mobile Threat Defense (MTD) • Ivanti Zero Sign-On (ZSO) • Ivanti Neurons for Zero Trust Access • Ivanti Neurons for Secure Access <p>Sales Plays</p> <ul style="list-style-type: none"> • <u>Unified Endpoint Management & Security</u> • <u>Neurons for Patch Intelligence with Risk Prioritization</u> • <u>Zero Trust Device Security</u> • <u>Zero Trust User Security</u> • <u>VPN to Zero Trust Access</u> • <u>Ivanti Neurons for GRC</u> 	<p>Gain Control Over your IT Investments</p> <p>Solutions</p> <ul style="list-style-type: none"> • Ivanti Neurons for Discovery / Service Mapping / Edge Intelligence • Ivanti Neurons for ITAM • Ivanti Neurons for Spend Intelligence • Ivanti Neurons for UEM <p>Sales Plays</p> <ul style="list-style-type: none"> • <u>Accurate & Actionable Asset Insights (ITAM)</u> • <u>Hyperautomation to Advance I&O Maturity (Neurons)</u> • <u>Unified Endpoint Management & Security</u> 	<p>Provide Secure, Contextualized & Productive Employee Experiences</p> <p>Solutions</p> <ul style="list-style-type: none"> • Ivanti Neurons for ITSM • Ivanti Neurons for ITAM • Ivanti Neurons for UEM • Ivanti Neurons • Ivanti Neurons for (HR/Facilities/GRC/PPM) • Ivanti Neurons for Zero Trust Access <p>Sales Plays</p> <ul style="list-style-type: none"> • <u>Improving Service Delivery & Asset Management (Competitive)</u> • <u>Extend Service Management to Facilities</u> • <u>Extend Service Management to HR</u>
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Technical Sales Enablement

As a Technical Sales or Solution Engineer professional, you will have access to:

Tech Talks resources. TechTalks are webinars hosted by subject matter experts who discuss the technical aspects of Ivanti solutions. Each webinar is recorded and available to you on-demand, accompanied by the PowerPoint presentation. Such content will give you the confidence to demo solutions.

Technical Deep Dives – The Technical Deep Dives, are in-depth how-to videos related to a process and/or solution. They are accessible from the SE Technical Deep Dives library on the Ivanti Partner Portal.



The file for each solution type consists of hyperlinks to related videos that describe product features, discovery questions, architecture, installation, how to demo, upgrade, and more. See example below:

PreSales Tech Session Format - Neurons for Discovery

High Level Product Overview and Features	(20 Minutes)			
Technical Discovery Questions	(10 Minutes)			
Architecture and Installation	(20 Minutes)			
<table border="1"><tbody><tr><td>How do I discover my Assets? How to Demo How to POC</td><td>How do I reconcile with existing data? How to Demo How to POC</td><td>How do I start to get value from the data? How to Demo How to POC</td></tr></tbody></table>	How do I discover my Assets? How to Demo How to POC	How do I reconcile with existing data? How to Demo How to POC	How do I start to get value from the data? How to Demo How to POC	(30 Minutes per Use Case)
How do I discover my Assets? How to Demo How to POC	How do I reconcile with existing data? How to Demo How to POC	How do I start to get value from the data? How to Demo How to POC		
Integration with other Ivanti solutions	(20 Minutes)			
Competitive Threats & How to respond	(10 Minutes)			
Customer Success Stories	(10 Minutes)			
Roadmap Session	(10 Minutes)			



To see the full list of Technical Enablement options by pillar, navigate to **Resources** tile from the home page, and click on the respective pillar menu **DISCOVER** **MANAGE** **SECURE** **SERVICE** **NEURONS** then navigate to the Technical Enablement section in the list:

Technical Enablement

Tech Talk: Browser Management Solution - Video

Tech Talk: Browser Management - Deck

Tech Talk: Asset Manager How to Demo - Deck

Tech Talk: Asset Manager How to Demo - Video

Tech Talk: Asset Manager - Deck

Tech Talk: Asset Manager - Video

Tech Talk: Intro to UEM - Deck

Tech Talk: Intro to UEM strategy - Video

Tech Talk: Intro to UEM strategy - Deck

Tech Talk: Intro Service Management - Deck

Tech Talk: Service Management updates and trends - Video

Tech Talk: Service Management updates and trends - Deck

Registering a Deal

Overview

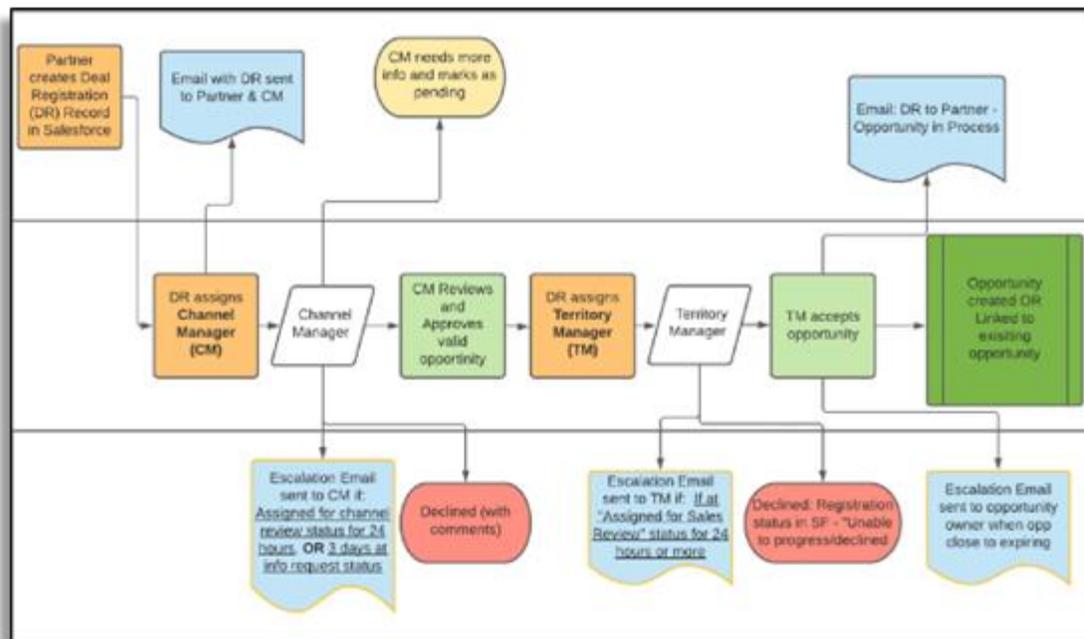
When a Partner is confident it has a valid opportunity for Ivanti solutions (License, Services, or both), its sales team members should register a deal as early as possible. Deal Registration is required on all license and service opportunities the partner plans to pursue as a Channel Sale Partner or receive a referral fee on. No matter the deal size, all registrations are validated against Ivanti's CRM system by Ivanti's Channel Operations team and approved within five business days of receipt. Partner Deal Registrations that are approved and closed are classified as Partner Sourced Deals and become eligible for applicable Partner Sourced Discounts per the Partner Compensation Matrix.

Step:	Action:
1.	Log in to Partner Portal - https://selling.ivanti.com/s/
2.	Click Deal Registration link at the top of the Ivanti Partner Portal home page. <div data-bbox="391 913 1382 1045" data-label="Image"> </div>
3.	Complete required (indicated by red *) and applicable fields and click Confirm . <div data-bbox="391 1102 901 1829" data-label="Form"> </div>

Step:	Action:
	<p>You will receive an email from partnerportal@lvanti.com confirming the deal registration.</p> <p>The email will contain a Deal ID, please use this Deal ID number when communicating with your Channel Account Manager or Ivanti Sales Rep.</p>

<p>Note:</p> 	<p>Once submitted the deal registration form goes through the following Ivanti internal process. See workflow image below for detailed steps:</p> <ul style="list-style-type: none"> • Review and approval/rejection by Channel Operations (48 Hours to complete) • Review and approval/rejection by Channel Manager, Channel Manager assign to Sales Manager (48 Hours to complete) • Review and approval/rejection by Sales Manager (48 Hours to complete) • Once the Deal Registration has been accepted by the Sales Manager, the Sales Manager and the Channel Account Manager will contact the partner to progress the opportunity. <p>Once the Deal Registration has been accepted, no other Partner may be granted that registration.</p>
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Deal Registration workflow – Upon submission of the deal registration form, the deal registration goes through the following internal workflow.



If you have any questions about your deal registration – please contact your Ivanti Channel Sales Manager or your regional Channel Operations Manager

[Matt Olp](#) (Americas)

[Alina Anghel](#) (International – EMEA/APAC)

Submitting a Technical Reward

Overview

Tech Rewards are a back-end rebate paid to a partner or a distributor after a deal closes to reward them for pre-sales technical work performed during a sales cycle.

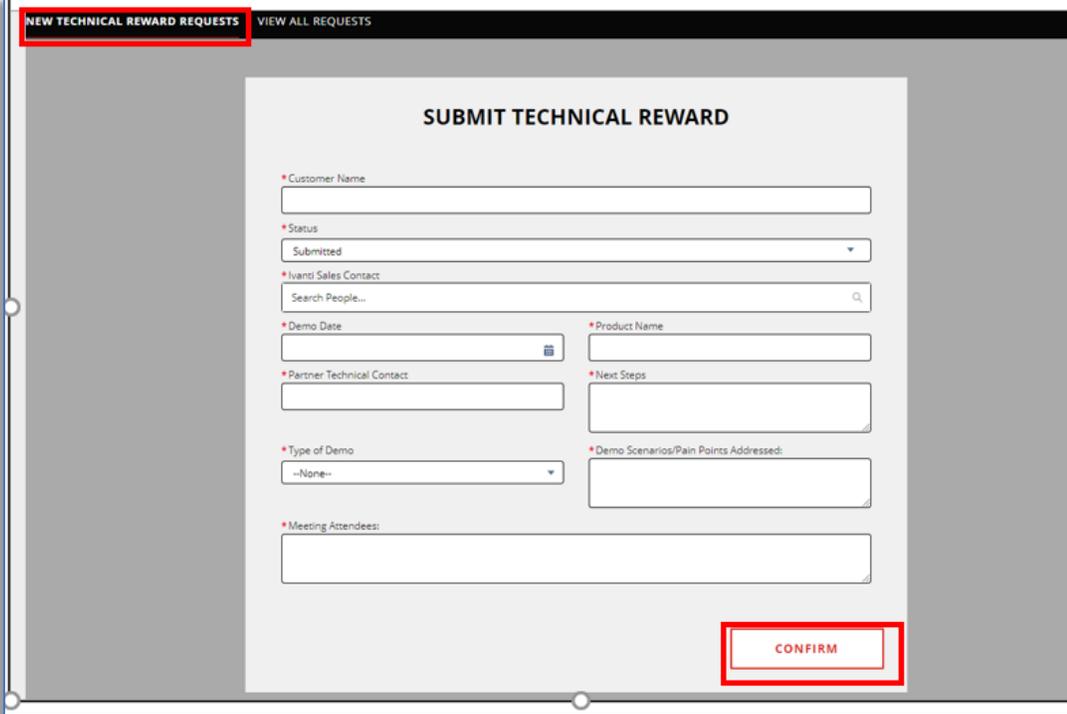
Tech Rewards can be earned on a Partner Sourced opportunity managed by a partner or on an Ivanti Sourced Opportunity where Ivanti invites a partner to support a direct Ivanti deal.

- Tech Rewards only apply to New Customer Logo or New Product Sales. Volume or Add-on license sales are excluded.
- The opportunity associated with the Technical Reward request must meet the minimum forecast amount threshold of \$5K USD.

Technical Rewards should be submitted by the partner sales team members, after the partner has completed the pre-sales technical work if the opportunity meets the technical rewards requirements.

- Supporting documentation (available within the Partner Program menu of the Resources tile):
 - Partner Program Channel Sales Guide
 - Rules of Engagement
 - 2022 Channel Sales Partner Compensation Matrix for Direct Resell Partners

Step:	Action:
1.	Log in Partner Portal - https://selling.ivanti.com/s/
2.	Select Technical Reward link at the top of the Partner Portal home page. <div data-bbox="337 1257 1424 1409" style="border: 1px solid #ccc; padding: 5px; margin-top: 10px;">  </div>
3. 	Fill out required fields on the 'New Technical Reward Requests' tab <ul style="list-style-type: none"> • Please include meeting attendees, opportunity number and opportunity description in the <i>Meeting Attendees</i> section of the form • Submit by clicking Confirm button.

Step:	Action:
	
<p>Note:</p> 	<p>Upon submission, the form will be routed to the Ivanti:</p> <ul style="list-style-type: none"> • Channel Operations to approve or decline based on Tech Reward criteria • Channel Account Manager to link opportunity • Sales Engineer to approve or decline based on tech reward criteria <p>If the opportunity is won:</p> <ul style="list-style-type: none"> • Ivanti will send invoice details to partner within two weeks of quarter end for the quarter the opportunity was in • Partner will send invoice to Ivanti Accounts Payable • Invoice will be paid within 30 days of receipt

Additional/Supporting Information

[2022 Channel Sales Partner Compensation Matrix for Direct Resell Partners](#)

Technical Reward Section:

Tech Rewards Rebate	<ul style="list-style-type: none">• Compensation to the Partner for performing pre-sales activities through the sales cycle without requiring assistance from Ivanti including but not limited to product demonstrations, RFP Response, building Prototype• Applicable on Net New Logo and Net New Product sales• Minimum deal of \$5K in License sales to qualify for Tech Rewards	<ul style="list-style-type: none">• Authorized 10%, Select 10%, Premier 10%• The rebate is calculated on the bases of MSRP Manufacturers Suggested Retail Price/sale price, minus License Sale Compensation and Sourced Lead Compensation, over license and 1st year SA• <u>Partner Sourced and Managed Opportunity</u> – The rebate is calculated based on the Partner's Tier against the net license sale price• <u>Ivanti Sourced and Managed Opportunity</u> – when Partner is requested to support Ivanti in a sales opportunity, the rebate is calculated based on the partner's Tier against net license sale• Calculations are done in the first two weeks after a quarter end. After calculations are clear, an email is sent out with invoicing details including rebate amount• <u>Direct Resell Partner</u>: Once the email with the rebate amount is sent out, the partner has 30 days to invoice Ivanti. Payment at the end of the month after the month in which End User pays Ivanti
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Partner Program Channel Sales Guide

Tech Rewards Rebates

Tech Rewards Rebates are offered to Channel Sales Partners who have become technically proficient in one or more product(s) through investments in solution training and certifications. Tech Rewards are a back-end rebate paid to a partner or a distributor after a deal closes to reward them for pre-sales technical work performed during a sales cycle.

Tech Rewards can be earned on a Partner Sourced opportunity managed by a partner or on an Ivanti Sourced Opportunity where Ivanti invites a partner to support a direct Ivanti deal.

- Partners must indicate on the Partner Sourced Lead Registration if they will be performing all Pre-Sales activities throughout the sales cycle.
- The opportunity associated with the Technical Reward request must meet the minimum forecast amount threshold of \$5K USD.
- Tech Rewards only apply to New Customer Logo or New Product Sales. Volume or Add-on license sales are excluded.
- Partners may request a Technical Reward Rebate through the Partner Portal [here](#).

Note: Partners brought into opportunities by the Ivanti Sales team to assist in pre-sales activities are eligible for Tech Rewards but are not necessarily guaranteed to receive follow-on sub-contracted services. However, should subcontracted services be needed, the partner who has delivered presales demos, will be considered as the partner of choice for the applicable project.

Resource List

Description	URL or Email
<p>Ivanti Partner Portal If you forget your password, use the “Forget Password” button on the login page.</p>	<p>https://selling.ivanti.com/ Talk with your channel manager if there is a feature you need added to your Partner Portal access.</p>
<p>Ivanti Community Account (support)</p>	<p>https://success.ivanti.com/ To submit a Help Request visit: https://success.ivanti.com/Community_HelpRequest To view Community and Portal Resource Updates, visit: https://forums.ivanti.com/Community/s/site-help</p>
<p>Ivanti Forums Display Support Knowledgebase and Forums</p>	<p>https://forums.ivanti.com/</p>
<p>Ivanti Licensing portal: license files /keys / updates</p>	<p>https://portal.ivanti.com.</p>
<p>Product Training: Ivanti Advantage Learning – Learning Management System: E-Learning: Access your courses in our learning catalog, on-demand, to become a master in Ivanti products and solutions. Virtual Labs: Get practical, hands-on experience with Ivanti products to help augment learning. Use as often as you like to master new skills. Blended Learning: Combine e-learning and hands-on labs with a remote instructor to get an impactful and powerful learning experience. Certification Exams: The certification process serves to deepen the knowledge level of your employees, accelerating time to value. Private or Public Classes: Remote or onsite, live classes allow learners to actively interact with instructors and other learners for comprehensive learning.</p>	<p>https://advantagelearning.ivanti.com/</p> <ul style="list-style-type: none"> • For general questions, email training@ivanti.com • For technical support related to eLearning course functionality, visit Support - Employee (ivanti.com)

Description	URL or Email
<p><i>Continued...</i></p> <p>Product Training: Ivanti Advantage Learning – Learning Management System:</p> <p>Other Benefits:</p> <p>Downloadable Course Guides / Product Release Update Training / On-Demand Videos / 24x7 Access</p>	<p>https://advantagelearning.ivanti.com/</p> <ul style="list-style-type: none"> • For general questions, email training@ivanti.com • For technical support related to eLearning course functionality, visit Support - Employee (ivanti.com)
<p>Ivanti Partner Network</p>	<p>IPN@ivanti.com</p>
<p>The Ivanti Voice -- For Partners</p> <p>Bi-Monthly Webinar Series</p> <p>4th Thursday Every other Month:</p> <p>7:00 to 8:00 am PT, 10:00 to 11:00 am EST, 3:00 pm to 4:00 pm BST</p>	<p>The Ivanti Voice--For Partners Ivanti (livestorm.co)</p>
<p>Regional Channel Managers</p>	<p>Matt Olp (Americas)</p> <p>Alina Anghel (International – EMEA/APAC)</p>
<p>Account Registration Issues</p>	<p>GlobalChannelOps@ivanti.com</p>
<p>Rules of Engagement (ROE)</p>	<p>Visit the Partner Program menu</p>
<p>Ivanti Partner Program Channel Sales Guide</p>	<p>(Within Resources tile)</p>