

The new Dropbox Partner Program:

More of what's important to you.










New partner benefits include:

- ▶ Integration of innovative new products like Dropbox Spaces and HelloSign eSignature solution
- ▶ Increased number of free Dropbox and HelloSign Internal Use Licenses
- ▶ 24/7 access to refreshed sales and technical certifications
- ▶ Improved data-driven sales insights, tools and reports
- ▶ Deal registration improvements including deal protection and rebates
- ▶ Increased access to Solution Architects (SAs) to provide tailored integrations and systems processes
- ▶ Access to Partner Account Manager (PAM) for joint account planning and support
- ▶ And more...

Tier Benefits at a Glance

Dropbox Partner Program Benefits	Registered 	Select 	Elite 
FINANCIAL			
Eligible for Marketing Development Funds	 Access With Approval	 Priority Access	 Priority Access
Rebate for Registered Deals			
Dropbox Business Internal Use Licenses	 Up to 5 Licenses	 Up to 50 Licenses	 Up to 75 Licenses
HelloSign Business Internal Use Licenses	 Up to 5 Licenses	 Up to 5 Licenses	 Up to 5 Licenses
Deal protection for Registered deals			
SALES			
Sales Support - Partner Account Manager	Access	 Assigned	 Assigned
Joint Account Planning			
Sales Resources and Tools			
MARKETING			
Marketing Support			
Marketing Resources and Tools			
TECHNOLOGY			
Data-Driven Sales and Insight Tools			
TRAINING			
Sales and Technical Certifications			
TECHNICAL SUPPORT			
Technical Guidance - Solutions Architect	Self-Serve Materials	Access to Solutions Architect Support	Access to Solutions Architect Support
GENERAL			
Partner Portal Access			
Partner Advisory Council		 By Invitation	 By Invitation
Executive Sponsorship	N/A	N/A	

Dropbox Partner Program requirements

Dropbox Partner Program Benefits	 Registered	 Select	 Elite
GENERAL			
Accepted reseller agreement	✓	✓	✓
Provide Level 1 support	✓	✓	✓
Annual joint business plan and review	Recommended	✓	✓
FINANCIAL			
Minimum number of licenses under management	N/A	400	1000
Minimum number of teams under management	N/A	10	20
MARKETING			
Marketing commitment	N/A	 Designated partner marketing contact 1 marketing activity	 Designated partner marketing contact 2 marketing activities
TRAINING			
Certified Personnel	1+ Employee Certified on Dropbox Certified Seller (DCS) training or 1+ Employee Certified on HelloSign Certified Professional (HCP) training	 2 Employees Certified — Minimum 1 Dropbox Certified Administrator (DCA) training — 1 Dropbox Certified Seller (DCS) training	 4 Employees Certified — Minimum 2 Dropbox Certified Administrator (DCA) training — 2 Dropbox Certified Seller (DCS) training
		 Recommended 2 Employees Certified HelloSign Certified Professional (HCP) training	 Recommended 4 Employees Certified HelloSign Certified Professional (HCP) training

Not a partner yet?

[Sign Up Now](#)

or

Are you an existing partner?

[Go to the Partner Portal](#)