

# Your Partner Journey



# HubSpot Solutions Partner Program

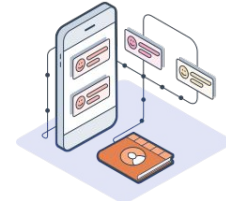


Solutions Partner  
Package



Solutions Provider  
Package





## Solutions Provider Package

HubSpot's *lower entry level*  
package

Partners can

- Begin their partnership
- Learn what the program is about
- Begin introducing HubSpot-related services





## Solutions Partner Package

HubSpot's *full partnership*  
package

Partners can

- Extend their partnership
- Enjoy full partnership benefits
- Expand their HubSpot-related services



# Differences in Benefits

## Solutions Partner Package

---

✓ Can waive

✓ 20% for the lifetime of the client-HubSpot relationship

✓ Full

✓ Yes

**HUBSPOT ONBOARDING FEES**

**COMMISSION ON HUBSPOT  
SOFTWARE SOLD**

**ACCESS TO PARTNER  
TRAINING & EDUCATION**

**ABILITY TO EARN ADDITIONAL  
TIERS AND BENEFITS**

## Solutions Provider Package

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✓ Cannot waive

✓ 20% for 12 months

✓ Partial

✓ No

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### HUBSPOT ONBOARDING FEES

### COMMISSION ON HUBSPOT SOFTWARE SOLD

### ACCESS TO PARTNER TRAINING & EDUCATION

### ABILITY TO EARN ADDITIONAL TIERS AND BENEFITS

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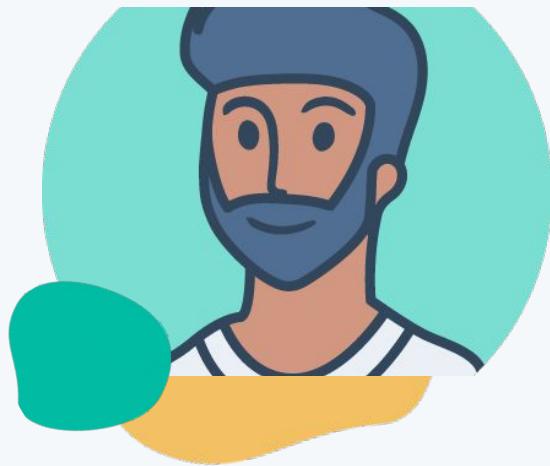
# It might be time to graduate from being a solutions *provider* to being solutions *partner* when:



1. You are ready to become proficient in onboarding clients to HubSpot and want to wave HubSpot's onboarding and onboarding fees AND/OR
2. You want to advance your partnership to take advantage of more benefits, education, and support. AND/OR
3. You have confidence that you can sell a critical velocity of HubSpot deals and that you'd like to make lifetime commission on those deals. This may happen when you've:
  - sold a deal for over \$500 in HubSpot software monthly recurring revenue or
  - sold or plan to sell over 3 HubSpot deals regardless of the level of HubSpot monthly recurring revenue or
  - have or plan to sell a Pro or Enterprise level HubSpot license in conjunction with your own services



Find your partner team's contact information in the additional resources to this training!



# HubSpot



HubSpot

Provider

SOLUTIONS PARTNER  
PROGRAM