Delivery Approved Program

Recognizing Partner Commitment & Expertise

With an ever-increasing number of Ping Identity partners from which to choose, our customers need a simple and efficient way to find, evaluate and compare potential partners for proposed or ongoing IAM initiatives. Delivery Approved status makes this process easier by helping them identify those partners who have achieved the highest standards of implementation excellence.

As a partner, becoming Delivery Approved rewards you for making a significant investment of time and resources in building a sustainable practice. Delivery Approved status signifies that you've achieved excellence in deploying Ping solutions as characterized by:

- Customer success
- Referenceable deployments
- Robust skill sets
- Diverse deployments spanning on-premises, hosted cloud (Amazon, Microsoft, Google) and hybrid environments

By earning your Delivery Approved designation, you receive formal identification as a preferred Ping partner and trusted advisor. You're able to differentiate your organization among customers, partners and field organizations, as well as ascend levels of our Channel Program.

Additionally, as a Delivery Approved partner, you benefit from an accelerated sales cycle. Because customers are able to find you faster and more easily, the decision-making process and deployment of solutions also happen more rapidly.

PROGRAM LEVELS & ELIGIBILITY CRITERIA

The Delivery Approved Program offers the following four levels of designation:

1. Elite
2. Advanced
3. Registered
4. Emerging

Emerging is the most easily attainable level. Each subsequent level has increasing requirements, ultimately culminating at Elite, the highest level of Ping's Delivery Approved Program.

Eligibility Criteria	Elite	Advanced	Registered	Emerging
Ping Certified Professionals[1]	8	6	3	1
Delivery Approved Specializations[1]	2	1	0	0
Minimum Annual Project Delivery[1]	8	6	3	1
Documented Customer Success Stories[2]	3	2	1	0
Dedicated Ping Practice[1]	Yes	Yes	-	-
PMO Validation[1]	Yes	-	-	-
Partner Health Score[2]	8/10	8/10	8/10	8/10

1 Initial and annual tier requirements
2 Reviewed at end of 12-month review cycle

PROGRAM BENEFITS

The Delivery Approved Program offers progressive benefits, with the Elite level providing the most robust benefits. As you ascend the designation levels, you gain access to additional resources to help you grow your Ping partnership. Benefits are structured across three key areas as shown below.

Relationship Benefits	Elite	Advanced	Registered	Emerging
Partner Delivery Manager	Assigned	Access	Access	Access

Services & Enablement Benefits	Elite	Advanced	Registered	Emerging
Ping Expert Guidance Services	Yes	Yes	Yes	Yes
Services Opportunity Referral	Yes	Yes	Yes	-
Eligible for Subcontracting	Yes	Yes	Yes	-
Services Business Review	Quarterly	Bi-annual	Annual	-
Advanced Technical Enablement	Access	Access	Access	-

Communications Benefits	Elite	Advanced	Registered	Emerging
Ping Partner Marketing Resources	Access	Access	Access	Access
Quarterly e-Newsletter	Access	Access	Access	Access

SPECIALIZATIONS

As a Delivery Approved partner who has achieved Registered status or above, you're also eligible to earn specializations. A Delivery Approved specialization demonstrates delivery competency and business success in one or more of the following areas:

- Workforce Specialization
- Customer Specialization
- Innovator Specialization

You may elect to specialize in one or more of these areas. Each specialization is awarded based on meeting eligibility criteria and must be renewed on an annual basis, determined by your program acceptance anniversary date.

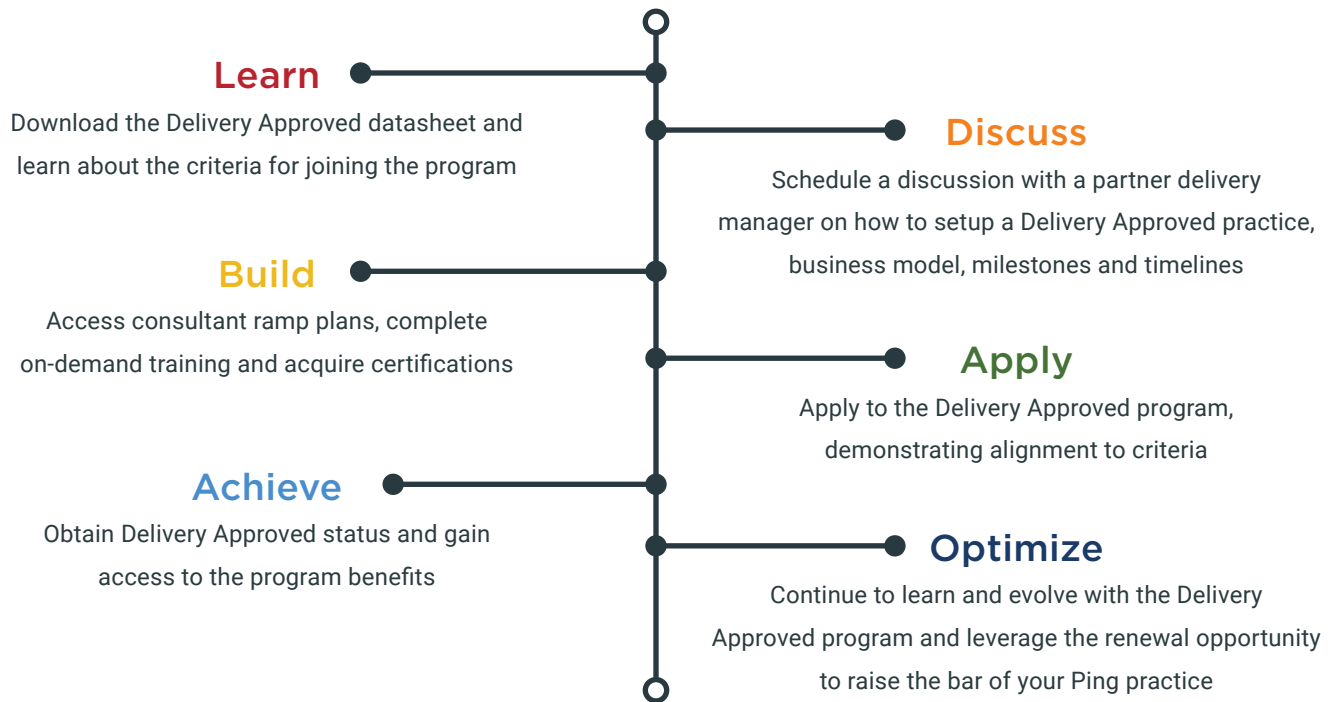| Workforce & Customer Specialization Criteria	Number
PingFederate Certified Professionals	3
PingDirectory Certified Professionals	2
PingID Trained Professionals	3
PingAccess Certified Professionals	3
Number of Workforce or Customer Solution Projects Last 12 Months (e.g., **Workforce***360*, Adaptive Access Security, Unified Customer Profile and Privacy & Consent Management)	4
Number of Projects Deployed Into One of the Primary Cloud Environments (AWS, GCP, Azure) utilizing Docker and Kubernetes	2

Innovator Specialization Criteria
Distinguished project recognition for partners who leverage proprietary tools, unique skill sets, and exceptional capabilities to deliver successful outcomes for Ping customers. A cross-functional group of Ping stakeholders will evaluate and award this specialization. Innovators will carry this specialization for one year and can submit applications at any point as additional projects reach milestones.

BECOME DELIVERY APPROVED TODAY

Customers have many choices when it comes to selecting a partner. When you attain Delivery Approved status, you gain a competitive advantage and get access to even more benefits and advantages of Ping partnership.

THE PATH TO DELIVERY APPROVED

Learn

Download the Delivery Approved datasheet and learn about the criteria for joining the program

Discuss

Schedule a discussion with a partner delivery manager on how to setup a Delivery Approved practice, business model, milestones and timelines

Build

Access consultant ramp plans, complete on-demand training and acquire certifications

Apply

Apply to the Delivery Approved program, demonstrating alignment to criteria

Achieve

Obtain Delivery Approved status and gain access to the program benefits

Optimize

Continue to learn and evolve with the Delivery Approved program and leverage the renewal opportunity to raise the bar of your Ping practice

All Ping Channel Partners are eligible to apply. To learn more about becoming a Delivery Approved partner, email us at:

deliveryapproved@pingidentity.com