



talend

Partner accreditation overview



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Talend’s mission has always been to help our customers eliminate roadblocks in their journey to becoming data-driven. System Integrators in our partner ecosystem are an integral aspect of our customer-first strategy. We value your work as a trusted advisor and implementor, and we want to recognize your accomplishments through the Talend Partner Accreditation Program. You can raise your visibility by earning accreditation for one or more specializations, and in the process gain credibility with Talend’s sales teams. Our customers too benefit by selecting systems integrators that have earned accreditation based on their successful track record with customers and certified professionals within their practice.

Specializations

The program aligns your areas of specialization with customer initiatives to allow customers to choose relevant partners. You can gain accreditation in:



Talend Cloud

- Design of multicloud and hybrid integrations on managed cloud platforms
- Automated provisioning of cloud data integration and management
- On-prem to cloud migration



Talend Data Governance

- Implementation of data governance strategy
- Expertise in Data Catalog, Data Preparation, Data Stewardship, and Data Quality

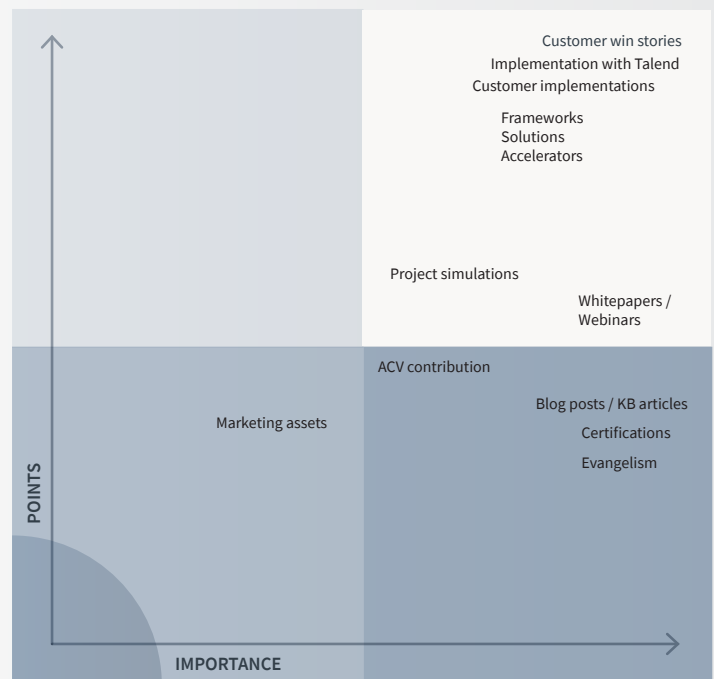
Scoring

Partners earn accreditation based on a points system. These quadrants provide an overview of the weighting and points offered for measuring a partner’s ability to execute.

This quantitative approach is weighted for partners with a proven track record of executing successful implementations for customers in the area of accreditation.

The following is a percentage distribution for calibration purposes:

Area	% of weight
Customer implementation	40
Certified consultants	20
Assets	20
ACV-influenced	10
Business -development expertise	10





Tiers

Partners are categorized into three levels of expertise for each of the accreditations above. Here's a description of the qualifications and the benefits of each tier:

Accreditation tier	Qualifications	Benefits*
Trained	<ul style="list-style-type: none">• Trained and certified personnel• Successful Talend customer implementations	<ul style="list-style-type: none">• Listing on Talend.com website• Prioritized enablement activities• Personalized practice development
Skilled	<ul style="list-style-type: none">• Developed frameworks and accelerators• 1+ successful customer implementation (specific to accreditation)• Influenced revenue• Successful Talend customer implementations	<ul style="list-style-type: none">• Prioritized partner referrals• Quarterly planning with tech enablement strategy team• Joint social outreach
Expert	<ul style="list-style-type: none">• 2+ successful customer implementations (specific to accreditation)• Strong community and customer outreach• Completed simulation projects	<ul style="list-style-type: none">• Highest priority partner referrals• Monthly tech updates• Quarterly enablement reporting

**Expert and Skilled tiers are entitled to all the benefits from the previous tier*

Partners that have earned accreditation receive personalized correspondence with badges and branding guidelines that they can use for their marketing campaigns and assets.

To learn more and to apply

<http://talendpartners.com/accreditation>