



Scaled Agile Partner Program Benefits

Shared Partner Benefits

These benefits apply to all partnership types.

| | |
|---|--|
| Listing in the Scaled Agile Partner Directory (<i>Partner Finder</i>) | Eligible to exhibit at SAFe Summits |
| License to co-brand website with Scaled Agile Partner logo | Discount on licenses of SAFe courseware |
| Access to Partner Branding kit, as well as co-brandable course and marketing collateral | Discount on Scaled Agile-delivered classes and certification renewals |
| Access to the Scaled Agile Partner Portal and Partner Center | Digital onboarding and Priority Customer Support |
| Admittance to Partner-only events such as the monthly Partner Insider Call | Access to Partner enablement sessions (<i>Dojos</i>) & Partner enablement days |
| Eligible to attend the SAFe Summit Partner Day and Partner Socials | Input to SAFe product roadmap |

Scaled Agile Partner Program Benefits

Global Transformation Partnership

Global Transformation Partnership (GTP) is designed for large global organizations helping Fortune 1000 clients implement SAFe. GTP Partners who influence customer success by meeting shared targets will advance to higher tiers and be eligible for enhanced benefits.

Eligibility Requirements



| | GLOBAL PLATINUM SPCT | GLOBAL DIAMOND | GLOBAL PLATINUM SPCT | GLOBAL DIAMOND SPCT |
|---|----------------------|----------------|----------------------|---------------------|
| Annual fee | \$60,000 | \$60,000 | \$60,000 | \$60,000 |
| Partner must maintain 200 SPCs including 50 ASPCs; minimum of 5000 active SAFe-certified employees (excluding SPCs) across its organization or have an unlimited SAFe Enterprise Subscription | × | ✓ | × | ✓ |
| Partner must maintain 100 SPCs including 30 ASPCs; minimum of 1500 active SAFe-certified employees (excluding SPCs) across its organization or have an unlimited SAFe Enterprise Subscription | ✓ | × | ✓ | × |
| Partner must maintain 1 SPCT | × | × | ✓ | ✓ |
| Offices on at least 3 regions, with minimum 5 SPCs in each of those 3 office locations | ✓ | ✓ | ✓ | ✓ |
| 80% minimum offer of SAFe training curriculum | ✓ | ✓ | ✓ | ✓ |
| Minimum Expected Commitment level (direct and influenced) | \$750,000 | \$1,500,000 | \$750,000 | \$1,500,000 |
| Minimum 10 yearly PI Planning events across at least 3 different enterprises (at least one of which may be globally distributed or lead a Global Transformation) | ✓ | ✓ | ✓ | ✓ |
| Capability earned outside of training (i.e. ART Implementation, Strategic Advisory, Services, etc.) | 3 Capabilities | 3 Capabilities | 3 Capabilities | 3 Capabilities |
| Must attend and exhibit at least one SAFe summit | ✓ | ✓ | ✓ | ✓ |

Benefits

| | GLOBAL PLATINUM SPCT | GLOBAL DIAMOND | GLOBAL PLATINUM SPCT | GLOBAL DIAMOND SPCT |
|---|----------------------|----------------|----------------------|---------------------|
| Typical ROI on commitment | 5-100x | 5-100x | 5-100x | 5-100x |
| 20% discount on licenses of SAFe courseware and Scaled Agile-delivered classes/renewals for employees | ✓ | ✓ | ✓ | ✓ |
| All Shared Partner Benefits | ✓ | ✓ | ✓ | ✓ |
| Yearly Scaled Agile C-level business review meeting with Partner leadership team | ✓ | ✓ | ✓ | ✓ |
| Quarterly account manager level meetings | ✓ | ✓ | ✓ | ✓ |
| Press releases and special communications plans | ✓ | ✓ | ✓ | ✓ |
| Scaled Agile support for regional events | ✓ | ✓ | ✓ | ✓ |
| Unlimited affiliate/entity support | ✓ | ✓ | ✓ | ✓ |
| Unlimited industry vertical recognition (webinars, submitted and accepted Summit talk tracks, or based on submitted capability) | ✓ | ✓ | ✓ | ✓ |
| Earned rebate incentive | ✓ | ✓ | ✓ | ✓ |
| Sponsorship of Summit booth and limited Summit tickets included | ✓ | ✓ | ✓ | ✓ |
| Access to public delivery for Advanced Certification paths | ✓ | ✓ | ✓ | ✓ |
| Participation in Referral and Reseller programs (separate agreement required) | ✓ | ✓ | ✓ | ✓ |

Scaled Agile Partner Program Benefits

Government Solutions Partner Benefits

Focused expertise to ensure successful, lasting SAFe transformations within the government context.



Eligibility Requirements

| | GOVERNMENT SELECT | GOVERNMENT gSPCT | GOVERNMENT ELITE | GOVERNMENT gSPCT ELITE |
|--|-------------------|------------------|------------------|------------------------|
| Must attend and exhibit at SAFe Day Government | X | X | ✓ | ✓ |
| Minimum SPCs | 5 | 5 | 100 | 100 |
| Minimum SPCTs | X | 1 | X | 1 |
| Minimum offer of SAFe Training Curriculum | 80% | 80% | 80% | 80% |
| Annual Customer Story Requirement | 1 | 1 | 3 | 3 |
| Minimum Number of Agencies or Contracts Served | 2 | 2 | 5 | 5 |
| Number of Certified Employees (Non-SPC) | X | X | >1,000 | >1,000 |
| Minimum percentage of SAFe certifications in good standing | 50% | 50% | 70% | 70% |
| Minimum number of annual SAFe Engagements | 5 | 5 | 10 | 10 |
| RFPs Responses with SAFe Content | 1 | 1 | 3 | 3 |

Benefits

| | GOVERNMENT SELECT | GOVERNMENT gSPCT | GOVERNMENT ELITE | GOVERNMENT gSPCT ELITE |
|---|-------------------|------------------|------------------|------------------------|
| Partner Finder Listing | ✓ | ✓ | ✓ | ✓ |
| Partner Finder Government Certifications | ✓ | ✓ | X | X |
| Co-Brand License | ✓ | ✓ | ✓ | ✓ |
| Partner Branding Kit | ✓ | ✓ | ✓ | ✓ |
| Articles in Partner Insider Newsletter | ✓ | ✓ | ✓ | ✓ |
| Partner Portal | ✓ | ✓ | ✓ | ✓ |
| Partner Center | ✓ | ✓ | ✓ | ✓ |
| Partner Insider Call | ✓ | ✓ | ✓ | ✓ |
| Partner Day @ Summit | ✓ | ✓ | ✓ | ✓ |
| Exhibit @ Summit | ✓ | ✓ | ✓ | ✓ |
| Partner Enablement Training | ✓ | ✓ | ✓ | ✓ |
| 100 word Partner Description | ✓ | ✓ | ✓ | ✓ |
| Listing of SAFe-Specific Events on Event Calendar | ✓ | ✓ | ✓ | ✓ |
| Access to Expert Support for RFP and Proposal Development | ✓ | ✓ | ✓ | ✓ |
| Unique access to Scaled Agile Strategic Advisors listed on RFP response | X | X | ✓ | ✓ |
| Access to SAFe Fellow for Webinar Support (in days) | 1 | 1 | 3 | 3 |
| Tickets to Scaled Agile Offered Courses | 2 | 2 | 4 | 4 |
| Tickets to SAFe Day Government | 0 | 0 | 4 | 4 |
| Eligible to Nominate to gSPCT Program | ✓ | ✓ | ✓ | ✓ |

Scaled Agile Partner Program Benefits

Government Solutions Partner Benefits

Focused expertise to ensure successful, lasting SAFe transformations within the government context.



Benefits (cont.)

| | SELECT | gSPCT | ELITE | gSPCT |
|---|--------|-------|-------|-------|
| Priority Access to thought leaders for engagements | ✓ | ✓ | ✓ | ✓ |
| Advance Notice of Scaled Agile Events and IP | ✓ | ✓ | ✓ | ✓ |
| Industry Social Connect - Agency to Agency Network | ✗ | ✗ | ✓ | ✓ |
| Digital Badge | ✓ | ✓ | ✓ | ✓ |
| Eligible to create SPCs | ✗ | ✓ | ✗ | ✓ |
| Eligible to create Advanced SPCs | ✗ | ✓ | ✗ | ✓ |
| Participation in the evolution of SAFe | ✗ | ✓ | ✗ | ✓ |
| Eligible for SPCT Day | ✗ | ✓ | ✗ | ✓ |
| Eligible for SPCT Masterclass | ✗ | ✓ | ✗ | ✓ |
| PR and Social Media Support | 1 | 1 | 4 | 4 |
| Annual Business Agility Now Podcast | 1 | 1 | 2 | 2 |
| Joint Market Events, such as MeetUps | 1 | 1 | 2 | 2 |
| Whitepaper Co-Authoring | ✗ | ✗ | ✓ | ✓ |
| Ability to publish to Scaled Agile blogs | ✗ | ✗ | ✓ | ✓ |
| Opportunity to participate in member roundtables | ✗ | ✗ | ✓ | ✓ |
| Opportunity to participate in the Marketplace at SAI events | ✓ | ✓ | ✓ | ✓ |
| Discount on Licenses & Courseware | 15% | 15% | 20% | 20% |
| Discounts on Scaled Agile Offered Courses | 15% | 15% | 20% | 20% |

Scaled Agile Partner Program Benefits

Business Partnership

This intermediate tier is designed for established organizations selling and supporting SAFe. SAFe Business Partners who influence customer success by meeting shared targets will advance to higher tiers and be eligible for enhanced benefits.



Eligibility Requirements

| | GOLD | GOLD SPCT | PLATINUM | PLATINUM SPCT |
|--|----------------|----------------|----------------|----------------|
| Annual fee | \$25,000 | \$25,000 | \$30,000 | \$30,000 |
| Minimum number of SPCs | 5 SPCs | 5 SPCs | 5 SPCs | 5 SPCs |
| Minimum number of Advanced SPCs | 1 ASPC | 1 ASPC | 2 ASPCs | 2 ASPCs |
| Minimum number of SPCTs | × | 1 SPCT | × | 1 SPCT |
| Minimum Expected Commitment level (<i>direct and influenced</i>) | \$60,000 | \$60,000 | \$250,000 | \$250,000 |
| Capability earned outside of training (i.e. ART Implementation, Strategic Advisory, Services, etc.) | 2 Capabilities | 2 Capabilities | 3 Capabilities | 3 Capabilities |

Benefits

| | | | | |
|---|---|--|--------------------------|--------------------------|
| Typical ROI on commitment | 5–15x | 5–15x | 5–20x | 5–20x |
| Discounts on courseware | 20% | 20% | 20% | 20% |
| All Shared Partner Benefits | ✓ | ✓ | ✓ | ✓ |
| Access to Scaled Agile training calendar | ✓ | ✓ | ✓ | ✓ |
| Access to multiple regions | 1 region (<i>\$5K per additional region</i>) | 1 region (<i>\$5K per additional region</i>) | 3 regions | 3 regions |
| Assigned account manager | 1 hour monthly email or phone consult | Quarterly business review meetings + on call account support | Enhanced account support | Enhanced account support |
| Eligible for industry vertical recognition (i.e. webinars or summit talk tracks other based on submitted capability) | ✓ | ✓ | Unlimited | Unlimited |
| Scaled Agile support for regional events | ✓ | ✓ | ✓ | ✓ |
| Early access to courseware releases | ✓ | ✓ | ✓ | ✓ |
| Participation in SPCT Program | × | ✓ | × | ✓ |
| Eligible to teach Advanced ILT Courses (i.e. Implementing SAFe and SAFe RTE classes) | ✓ RTE with SPCT-C | ✓ | × | Advanced Benefits |
| Access to earn Industry vertical recognitions and co-marketing activity via email, webinar or Summit | Up to 2 | Up to 2 | Up to 5 | Up to 5 |
| Summit booth sponsorship limited Summit tickets included | ✓ | ✓ | ✓ | ✓ |
| Access to public delivery for Advanced Certification paths | ✓ | Advanced Benefits | ✓ | Advanced Benefits |
| Participation in Referral and Reseller programs (<i>separate agreement required</i>) | ✓ | ✓ | ✓ | ✓ |

Scaled Agile Partner Program Benefits

Pathfinder Partnership

This introductory tier is designed for early-stage companies leveraging SAFe to build their business in the Agile training and consulting space. Pathfinder Partners who influence customer success by meeting shared targets will advance to higher tiers and be eligible for enhanced benefits.



Eligibility Requirements

| | | |
|--|-----------|----------|
| Annual fee | \$5,000 | \$15,000 |
| Minimum number of SPCs | 1 SPC | 3 SPCs |
| Minimum number of Advanced SPCs | × | 1 ASPC |
| Minimum number of SPCTs | × | × |
| Minimum Expected Commitment level (direct and influenced) | <\$30,000 | \$30,000 |

Benefits

| | | |
|---|-------|--|
| Typical ROI on commitment | 3-10x | 3-10x |
| Discounts on courseware | 10% | 15% |
| All Shared Partner Benefits | ✓ | ✓ |
| Access to Scaled Agile training calendar | × | ✓ |
| Access to multiple regions | × | 1 region (\$5K per additional region) |
| Capability earned (Training, ART Implementation, Strategic Advisory, Services, etc.) | × | 1 Capability Earned |
| Industry vertical recognitions | × | × |
| Access to deliver Advanced Scrum Master Certification path in public | ✓ | ✓ |
| Eligible for yearly award for best partner in this tier. Award winners to receive access to office hours for marketing and/or access to Market Development Funds (MDF). | × | ✓ |