

Bluescape Public Sector Partner Program

Benefits & Requirements

Benefits	Bluescape Bronze Partner	Bluescape Silver Partner	Bluescape Gold Partner
Listing in the Bluescape Partner Directory	✓	✓	✓
Access to Bluescape Developer Community	✓	✓	✓
License to Co-brand Website and Marketing Collateral	✓	✓	✓
Recurring meeting with Partner Manager	✓	✓	✓
Bluescape Sales Enablement Training	✓	✓	✓
Bluescape Delivery Training	✓	✓	✓
Complimentary Bluescape Licenses	✓	✓	✓
Sales support to customer meetings	✓	✓	✓
Preferred Deals Registration	X	✓	✓
Ability to share infomercials on Bluescape YouTube channel	X	✓	✓
Tailored demonstration support	X	✓	✓
Shared Slack channel with Bluescape	X	X	✓
Discount on Bluescape Resale Licenses	10% (New)/ 10% (Renewals)	20% (New)/ 10% (Renewals)	30% (New)/ 10% (Renewals)
Requirements	Bluescape Bronze Partner	Bluescape Silver Partner	Bluescape Gold Partner
Annual Fees	\$500	\$1,000	\$5,000
Revenue Requirements	None	\$50,000/2 Years or 5 Customers	\$100,000/3 Years or 10 Customers
Certifications	1 Certified Sales Representative; 1 Certified Delivery Expert	2 Certified Sales Representative; 1 Certified Delivery Expert	2 Certified Sales Representative; 1 Certified Delivery Expert

As of September 2023