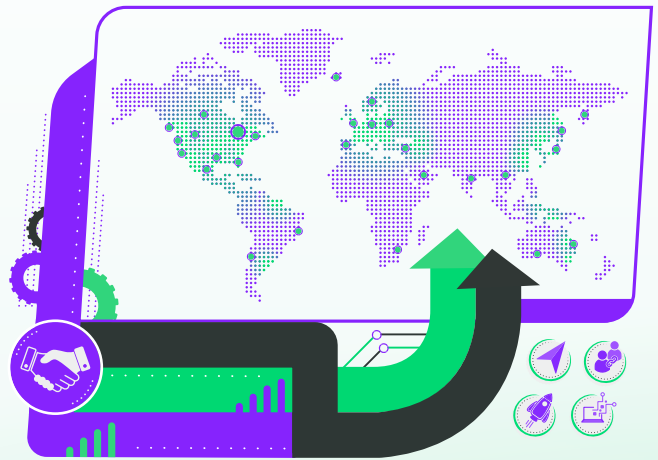


JOIN US AND

Empower Clients in Their Pursuit of MedTech Lifecycle Excellence.

The Greenlight Partner Program enables medical device manufacturers with access to world-class providers and solutions to help drive success in their business. The world's leading consultancy and advisory firms, software vendors and solution integrators partner with Greenlight Guru to revolutionize MedTech.



Partner Programs to Fit Your Business Needs

Our partner ecosystem is at the heart of what we do. Whether you provide solutions, deliver services or integrate technology, our program ensures that you can serve your customers, differentiate your organization, and grow a profitable business with Greenlight Guru.

Choose a partner program model that best matches your preferred go-to-market approach:



Strategic

Develop a competitive advantage through a deep and collaborative partnership providing industry expertise and specialized solutions that extend value to clients.



Solution

Develop a competitive advantage through a deep and collaborative partnership providing industry expertise and specialized solutions that extend value to clients.



Technology

Create an enabling ecosystem with complementary technologies that supports product connectivity, data unification, and security.



Affiliate

Amplify your industry impact by partnering on outreach and awareness initiatives like events, thought leadership, and mentorship.

For more information, visit www.greenlight.guru/partners

Greenlight Guru Partner Program Summary:

The Greenlight Guru Partner Program exists for you: providing the platform, resources, and audience to help you promote the adoption of quality. See some of our benefits below:

	Strategic	Solution			Technology	Affiliate
Benefits		Refer- Select	Refer- Premier	Co-Sell		
Sales						
Assigned Partner Manager	✓	✓	✓	✓	✓	✓
Account Mapping	✓	✓	✓	✓		
Joint business planning	✓	✓	✓	✓		
Deal Registration access & support	✓	✓	✓	✓		
Customer engagement support	✓	✓	✓	✓	✓	✓
Enablement						
Partner Onboarding	✓	✓	✓	✓	✓	✓
Partner Newsletter	✓	✓	✓	✓	✓	✓
Certifications	✓	✓	✓	✓	✓	✓
Partner Training Environment	✓	✓	✓	✓	✓	✓
Marketing						
Partner Catalog Listing	✓	✓	✓	✓	✓	
Co-Marketing Activities	✓	✓	✓	✓	✓	✓
Advanced Marketing Campaigns			✓	✓		
Joint Events			✓	✓	✓	
Sales toolkit	✓		✓	✓		
Partner Sales Commission		✓	✓	✓		

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