



Partner
Network



About the Infor Channel Partner program

Infor Channel Partners are dynamic, independent companies that market and sell Infor solutions in support of Infor's industry and micro-vertical strategy. Generally, channel partners resell or implement Infor products for a specific territory defined by their Infor Partner Network (IPN) or Infor Channel Partner agreement. Infor's channel partners serve the needs of customers across a wide range of industries and micro-verticals through a unique partner ecosystem.

Access. Clarity. Excellence.

The Infor Channel Partner program prides itself on features that are inclusive for all channel partners, at all levels. Key components include:

Access

The Infor Channel Partner program is a tier program for resellers. Our channel partners have access to channel sales managers, sales and marketing tools, technical resources, and incentives.

Clarity

In building the Infor Channel Partner program, we have kept one guiding principal at the forefront: clear market definition. Many vendor partner programs say they address channel conflict, but in reality, this often remains a gray area. The Infor Partner Network has clearly outlined market segments—dependent on solution, geography, and deal size—in order to create accountability and trust for our channel partners and our direct sales organization. Adherence to the defined market segments is closely monitored.

Excellence

The Infor Partner Network has one simple program tenet—the relentless pursuit of partner excellence. With the strongest SMEs in their respective industries, IPN support, and the ability to sell Infor's beautiful and transformative business solutions, your growth as a channel partner is certain—wherever in the world you may be.

Why partner with Infor?

We believe that innovation is a team effort. The Infor Partner Network is a global ecosystem of people, systems, and services designed by partners, for partners, to ensure that all Infor Partners receive the highest quality of training, support, and enablement in the industry.

Infor also offers partners a market-leading cloud specialization program. Infor CloudSuite™ Academy is a comprehensive curriculum designed to develop competencies that include:

- Industry and technology trends
- Infor product roadmap and go-to-market goals
- Product deployment options
- Principles of selling & supporting the Infor solutions

The relentless pursuit of partner excellence

Our IPN mission is to provide partners with world-class solutions to sell, the highest level of individual service, and a rich enablement program that serves as a foundation for building a profitable, predictable, and growing business.

IPN compensation highlights

- Compensate Partner performance early and often
- Based on sales price
- No distinction between existing vs. net new business



Expanded Infor Channel Partner benefits include:

- 📈 Highly competitive commission rates
- 📄 Clear rules of engagement
- 🎓 Technical and sales training and enablement
- 🗨️ Frequent communications on product and market trends
- 🛠️ In-field sales support
- 📊 Marketing support and infrastructure
- 🎯 Sales campaign and market development support
- ✅ Access to Infor market research

Why should you partner with Infor?
It's this simple: we focus on continuous investment in our people, technologies, and go-to-market infrastructure—with a long-term commitment to our end customers' and partners' success.

More information

To learn more about Infor, our solutions and services, and the industries we serve, visit infor.com

For more information about becoming an Infor Channel Partner [click here](#)