



Partner Network



## About the Infor Alliance Partner program

Infor Alliance Partners work closely with Infor to generate value for customers by leveraging each other's assets—which may include software, services, or deep industry expertise.

Alliance partners play a critical role in our strategy of providing customers with industry-specific solutions that support critical micro-vertical processes. Most often, Alliance partners do not resell Infor software, but collaborate with the Infor direct sales force to identify, pursue, close, and implement solution opportunities. Alliance partners may also be Infor Service Partners.



Global Systems Integration (SI) Partners



Regional SI partners



Industry & selection consultants

## Align. Specialize. Influence.

Within the Infor Alliance program we manage the following:

### Global System Integration (SI) Partners

extend and enhance our customer's technology investment by delivering implementation, system integration, business process alignment, and project management services. Some will have the ability to offer solutions in a hosted model.

### Regional & Industry SI Partners

function similarly to Global SI Partners and are valued for their specific industry knowledge, regional expertise, and thought leadership in how Infor applications can strengthen their client's competitive position in the marketplace.

### Industry & Selection Consultants

consist of accounting firms, independent consulting firms, venture capital or private equity firms, and respected thought leaders in specific industries and verticals. Through their expertise and market insights, Industry & Selection Consultants play an active role in the selection process of software and solutions providers for their clients. These firms have no partnership agreements with Infor but are supported by a unique program that helps them stay current on Infor solutions.

## Why align with Infor?

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

The Infor Partner Network continues to:

- Foster a culture of innovation
- Expand its learning resources to help partners develop greater expertise
- Offer new demand generation programs
- Introduce progressive market segmentation
- Provide multiple ways for partners to learn

**The Infor Alliances team supports internal initiatives to educate the entire IPN organization in the following areas:**



Customer relationships & connections



Sales cycle support



Industry & solution expertise



Account intelligence



Third party validation

Infor offers partners a comprehensive curriculum designed to develop cloud competencies.

Infor CloudSuite™ Academy, is a market-leading cloud specialization program through which partners may complete a series of requirements, resulting in credentials in applicable training to help customers move to the Infor cloud. This specialization differentiates that alliance partner from other partners relative to their training regarding Infor CloudSuite.

## More information

To learn more about Infor, our solutions and services, and the industries we serve, visit [infor.com](http://infor.com)

For more information about becoming an IPN Alliance Partner, [click here](#)