

Build Track

Partners that provide specialized solutions in the higher education industry.

OEM Partner

Partners with solutions that are either embedded in Ellucian products or hosted within Ellucian's infrastructure.

Integration Partner

Partners with solutions that are integrated with Ellucian's products.

Integration Enabler Partner

Partners that have solutions that aid Integration Partners to achieve SaaS integrations.

Affiliate Solution

Integration Partner solutions that have not yet achieved a SaaS integration validated by Ellucian.

Advanced Solution

Integration Partner Solutions that have a SaaS integration validated by Ellucian.

Sell Track

A track for partners that resell Ellucian products, services, and support to higher education institutions in authorized territories.

Sell Track Standard Tier

Entry-level tier for partners initiating their partnership with Ellucian and beginning their journey within the Sell Track.

Sell Track Advantage Tier

Tier for partners that dedicate time and resources to align with Ellucian's commercial and operational standards, meeting minimum sales requirements.

Sell Track Premier Tier

Partners that exhibit the highest level of commitment, expertise, and customer-focused solutions. They attain this tier by meeting Ellucian's highest sales requirements.

Accelerate Track

The Accelerate Track is for partners that have multiple strategic partnership initiatives with Ellucian and is by invite only.

Service Track

A track for partners that are integral to implementing Ellucian's SaaS offerings or providing value-added services to enhance Ellucian software capabilities in authorized territories.

Service Advisory Partner

Partners that offer value-added services to customers connected with Ellucian products, including services like change management and project management.

Service Partner

Partners that offer Ellucian software implementation services to higher education customers and advance through Ellucian's Badging and Enablement programs.

Service Track Standard Tier

Tier for partners that have completed minimum training and enablement requirements associated with a specific set of services.

Service Track Advantage Tier

Tier for partners meeting broader training and enablement requirements, showcasing competency in specific areas and resource allocation.

Service Track Premier Tier

Tier for partners who have advanced through Ellucian's Badging and Enablement programs, meeting requirements to independently deliver full implementation projects without significant Ellucian involvement.