

# Introducing the Ellucian Partner Network (EPN)

Ellucian's reimagined Partnership Program.

The EPN is a partner ecosystem where partners can grow, learn, and gain the support needed to best serve our mutual customers.

## What's new?

### The Name

The Partnership Programs are now brought together under the Ellucian Partner Network (EPN).

### The Structure

We've redesigned the programs into four tracks:

#### Build Track

formerly Technology and OEM Partners

#### Sell Track

formerly Reseller Partners

#### Service Track

formerly Service and Delivery Partners

#### Accelerate Track

new addition

### Why the change?

At Ellucian, we continue to innovate our offerings to help drive success for institutions around the globe. We recognize the need to rethink our approach to working with partners, unlocking and maximizing their contribution to our shared customers.

### When will the changes take effect?

Changes will be made over time as the Partnership Program transitions to the EPN. Your business development representative will be available for further discussion, and we welcome your feedback.

## Welcome to the Ellucian Partner Network

Ellucian is a trusted partner to thousands of higher education institutions around the world, and has served more than 22 million students. The Ellucian Partner Network (EPN) will extend Ellucian's capabilities into both new and existing markets as we grow our open SaaS platform and more flexibly serve our customers.

The EPN brings together leading companies to provide products and services to higher education institutions, ensuring they can achieve their primary mission of student success.

The EPN is a thoughtfully designed ecosystem where partners can get the support they need to best serve our mutual customers. EPN partners can join one or more of the new tracks, Build, Sell, Service, and Accelerate, according to their expertise, interests, and capabilities.

### The EPN:

- Creates incremental capacity and capability to support market **growth**
- Retains successful customers through continued delivery of quality products and **services**
- Equips, supports, and governs partner efforts through integration and **validation**
- Accelerates select partners to achieve further **success**

## The Four Tracks of the EPN

### Service

The Service Track is for partners that will deliver, implement, and provide technical services directly connected with Ellucian SaaS offerings, or that provide additional value-add services not directly connected with Ellucian software.

Service track partners will benefit from a modernized enablement journey and badging system, that will ensure they have access to updated information and training needed to service our shared customer base. This enablement journey is currently undergoing a refresh and will be rolled out incrementally to partners in the future.

### Build

Partners that participate in the Build Track provide solutions that extend or compliment Ellucian's software to meet ever-changing customer requirements and needs. These partners build, design, develop, integrate, and commercialize their application, participating in our open SaaS ecosystem. In the fast-moving world of SaaS, our customers require solutions that will meet their needs for years to come. These partners are equipped to serve our customers in cloud environments with solutions built for the future of higher education.

Ellucian is introducing an integration validation process, ensuring that partner solutions meet the integration requirements, interface effectively with Ellucian's products, and are SaaS-ready for customers. Build Track partners that have a validated integration with Ellucian can apply to join our Resale and Referral Programs, ensuring an effective go-to-market strategy for their solutions.

### Sell

The Sell Track includes partners that resell Ellucian products services, and support to customers around the globe. Sell Track partners will have access to resources to develop deeper product expertise and company insights to achieve industry, sales, and technical excellence, as well as successfully represent Ellucian in the marketplace.

Our goal is to encourage effective joint marketing, collaboration with sales, and access to technical, selling, and marketing enablement.

### Accelerate

The Accelerate rack is offered to a limited number of partners by invitation only and is based on partner capabilities and revenue generated to Ellucian. Accelerate Track partners must cover at least two of Ellucian's Global Regions (NA, LAC, Europe, APAC, and ME) and may span multiple other tracks.



**For more information, contact your business development representative or [Partnerships@ellucian.com](mailto:Partnerships@ellucian.com)**