Adobe Accelerate Welcome Webinar

Adobe Exchange Partner Program

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Webinar Agenda

- <u>Accelerate Tier Benefits</u>
- Important Partner Platforms and Resources
- Proposed Self-paced Partner Journey
- Partner Support Portal

Accelerate Partner Tier Benefits

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Technical Benefits

ТҮРЕ	BENEFIT	SUPPORT	RESOURCE
Priority Integration Support	 Access to Technical support Access to SMEs for integration best practices 	• 1-2 Business Day SLA for general questions	<u>Contact Exchange Partner Support</u>
Adobe APIs & Developer Resources	 Access to Adobe Experience Cloud Technology & APIs Access to Adobe Developer Portal & documentation sites 	 Partner will receive product updates & invitations to workshops or roadmap sessions upon availability Request API consultation from integration SMEs through Support Portal 	Product Planning Adobe Developer Portal Adobe Products and Integration technology Training
DX Product Overview Session	On-demand webinar on Adobe Products	• Partners can request a private follow up session using the Adobe Exchange Partner Support Portal	
DX Integration Brainstorming Session	• 1:1 session with Adobe Subject Matter Expert(SME) to brainstorm & discuss partner integration use cases	• Partners can request session using the Adobe Exchange Partner Support Portal	
Adobe Exchange App Verification	 Get your Adobe App Integration reviewed & approved by our Technical Integration Team Verification Badge provided upon completion* Requires 3 customer installations before verification 	• <u>Review support article on App</u> <u>Verification</u>	
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Marketing Benefits

TYPE	BENEFITS	SUPPORT/PROCESSES	RESOURCES
Promotion	 Adobe Exchange Marketplace Magento Marketplace The use of Adobe marks Mentions in partner newsletters Adobe event sponsorship 	Support article: Creating & Updating your App Listing using App Manager Monthly "Open House" session	Contact SupportPartner Support PortalPartner Marketing CenterSupport article: Marketing
Marketing Deliverables	 Press Release Adobe Publication opportunity Adobe Blog Adobe SME supported Partner Event 	We support up to 3 partner-driven Marketing deliverables 1 Marketing request at a time Access Partner Marketing Center Requests after Month 10 will be considered but not guaranteed	<u>Deliverable Request Portal</u>
Field Enablement	• Adobe Field Readiness Portal	Share partner created enablement/marketing content with the global Adobe field Partners upload contents to Marketing Deliverable Request Portal for approval, we share with the Adobe field *The listed marketing benefits are	e subject to availabilities
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Marketing Deliverable Process (PRs, Adobe Publications, SME Supported Partner Event)



Access to Partner Marketing Center to learn guidelines for each kind of Marketing deliverable

- 1. Self-register & sign into the <u>Adobe</u> <u>Partner Marketing Center</u>
- 2. Navigate to "Guides" tab, all guides are organized by deliverable type
- 3. Review the different guidelines, download templates, and view examples

Build Content

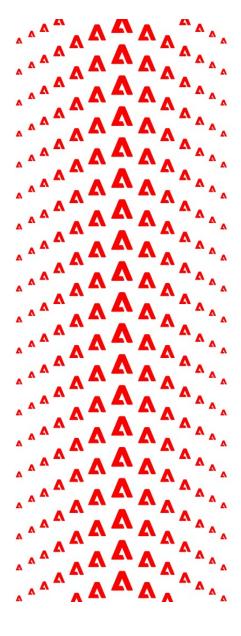
- All Marketing Deliverables are partner-driven
- Partner is responsible for creating content
- Follow guidelines and use the right templates when building out content

Submit/Track Your Deliverables

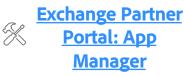
- Submit a marketing deliverable by logging into <u>Marketing Deliverable</u> <u>Request Portal</u> (powered by Workfront)
 - <u>Create a Support ticket to get</u>
 <u>access</u>
- 2. Track and manage your deliverables/projects in the *Partner Dashboard* inside our Marketing Delieverable Request Portal

*For Marketing Support from the Adobe Exchange team, please contact us through the Partner Support Portal

Important Partner Platforms & Resources



Important Platforms & Resources for Accelerate Partners





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Partner

Center

- Adobe Exchange Listing Creation/Management
- <u>Sandbox Reque</u>sts

Note: Each partner contact will need to register themselves in the partner portal to receive communications, instruction here Marketing guidelines, templates, examples, and logos

Note: Partner needs to selfregister here

Marketing Deliverable **Request Portal** (Powered by Workfront)

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- Use to submit marketing activities/deliverables
- Manage/track your • deliverables

Note: Submit a Support ticket to gain access to the Markteing Deliverable Request Portal

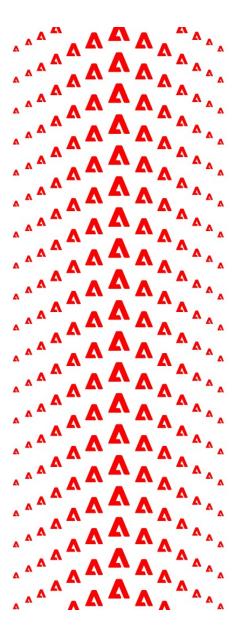




- Helpful articles for partners •
- Get ticket-based support •
- Technical Support available, • follow guide here

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Proposed Partner Journey



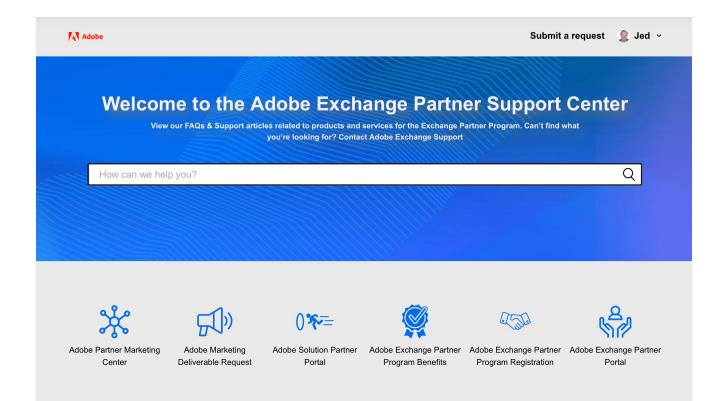
Proposed self-paced partner journey

GETTING STARTED Week 1 -2	ONBOARDING Month 1	ACTIVATION Month 1 - 3	GO TO MARKET Month 1 - 10	CONTRACT RENEWAL Month 10 - 12
 Watch this welcome webinar Familiarize yourself with Adobe Exchange Marketplace Partner registration and review resources 1. Partner contacts register in the Exchange Partner Portal 2. Exchange Partner Support Portal_for helpful articles 3. Request access to the Partner Marketing Center 4. Marketing Deliverable Request Portal access 	Watch On-demand Adobe Product Overview Webinar Request the many different available Adobe Developer Sandboxes	Build your Adobe integration Create your Adobe Exchange Listing (integrated partners) Press Release announcing new integrations or App Verification	Complete your (3) Marketing Deliverables & Additional Benefits: - Adobe publications - Adobe SME supported Partner Event App Verification*	Finish outstanding Marketing Deliverables Prepare for Contract Renewal Email (a written notice to opt out of autorenewal at the <u>Support portal</u>) Start planning & organizing internal resources for renewal membership
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Partner Support Portal

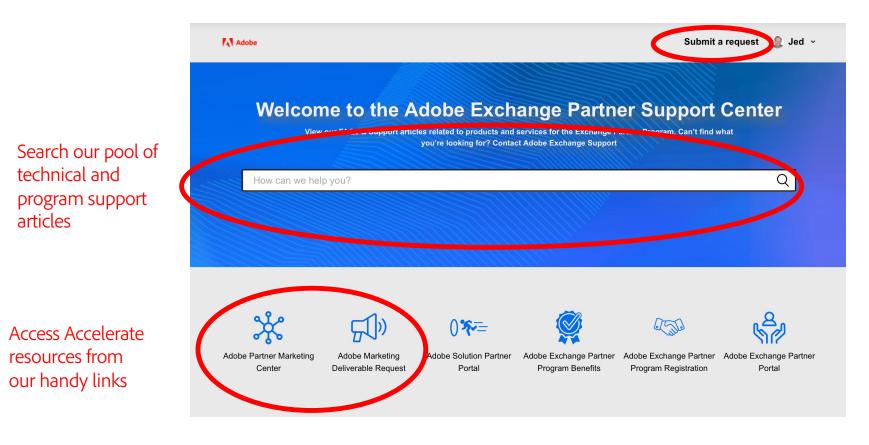
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Partner Support Portal: Main Page

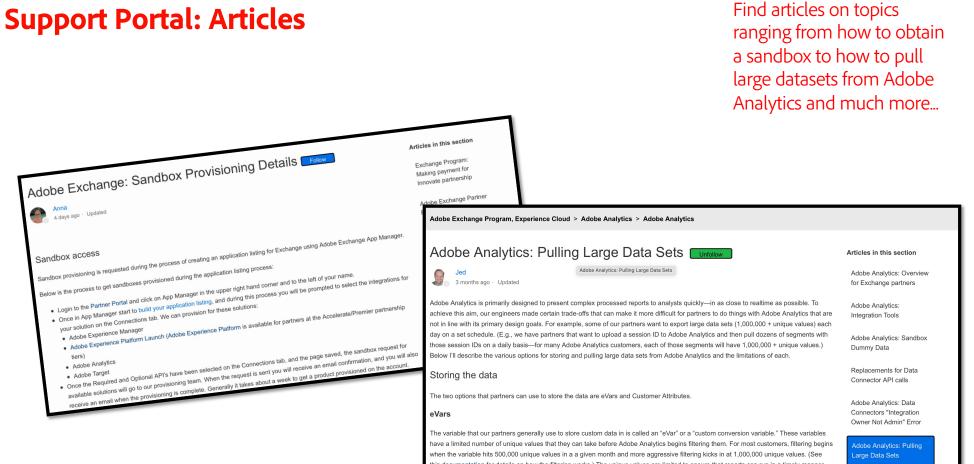


Support Portal: Main Page

Get help from the partner support team



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Support Portal: Get Help

Request one-on-one integration consulting

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Adobe Exchange Product	
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	Please enter the details of your request. A member of our support team will respond as soon as possible. Note: Do provide private keys in the description.

Or ticket-based support

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Thank you for watching

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