

THE GOOGLE CLOUD SELL ENGAGEMENT PARTNER JOURNEY

Gain access to benefits along your path to building a successful Google Cloud practice.



Member

Requirements

Register for the Partner Advantage Program

Benefits

- Access to Partner Advantage Concierge
- Partner Advantage Live Webinars
- Access to Partner Advantage Portal
- On-Demand Technical Training
- Access to Self-Pace Labs
- Partner Internal Use of Google Workspace



Partner Level

Requirements

Google Cloud Accreditations:

- 2 Google Cloud: Sales Credential
- 2 Associate Cloud Engineer
- Business Profile
- Annual Business Plan

Benefits

- All Member benefits plus...
- Partner Badge
- Named Partner Advisor
- Partner Directory Listing
- Participation to Exclusive Events
- Sandbox Toolkit
- Technical Support Priority
- Instructor-Led Training
- Free Trial Credit
- Marketing Training and Assets
- Access to Campaign Kits
- Use of Google Cloud Logos



Premier Level

Requirements

Google Cloud Accreditations:

- 2 Google Cloud: Sales Credential
- 2 Associate Cloud Engineer
- Qualified Bookings: \$1,000,000 or \$500,000*
- 3 Customer Success Stories
- Business Profile
- Annual Business Plan

Benefits

- All Partner Level benefits plus...
- Preferred listing in Partner Directory
- Named Partner Advisor with Proactive Outreach
- Dedicated Premier Level quarterly webcasts
- Non-public Roadmap
- Marketing Funds
- Co-branded Success Story
- Meeting Room Space at Good Cloud Events

*** \$1,000,000 for Developed Markets or
\$500,000 for Growth Markets**

Take a look at the [Partner Advantage Program Guide](#) for more details around the requirements and benefits