



RINGCENTRAL IGNITE!

The IGNITE! Partner Program empowers qualifying partners to own the entire sales process from open to close for opportunities with fewer than 400 employees. Certified partners can provide quotes, access a dedicated desk team for sales support, and have the ability to close deals on their own.

Program Benefits:

- Own the entire sales process
- Close deals faster
- Leverage the dedicated Partner Concierge Team throughout the sales process
- Earn additional commissions* on every deal closed through IGNITE!

Two IGNITE! Certification Paths Depending on Your Role

The IGNITE! Partner Program has two distinct paths for certification: one path for the salesperson and one for the SE.

What's the difference?

The IGNITE! SE path has additional requirements and training that will empower you to deliver RingCentral demos upon completion.

The IGNITE! Sales Path Curriculum:

- The IGNITE! Certification
- RingCentral Sales Professional (RCSP)
- RingCentral Communications Professional (RCCP)

IGNITE! Solutions Engineer (SE) Path Curriculum

- The IGNITE! Certification
- RingCentral Communications Professional (RCCP)
- Attend one IGNITE! Virtual SE Bootcamp
- Successfully demo the product to a RingCentral SE

Program Requirements:

Your organization must have at least one person IGNITE! SE Certified before you are allowed to submit IGNITE! deals. IGNITE! requirements must be met at both the Individual and the Partner Level.

At the Individual Level:

- There are multiple ways to become IGNITE! Certified:
 1. **RingCentral IGNITE! SE Certified** - allows you to complete RingCentral demos
 2. **RingCentral IGNITE! Sales Certified** - allows you to submit IGNITE! deals

OR

3. **OWN IT ALL!** - One person can complete both IGNITE! paths to be able to conduct demos and submit IGNITE! deals.

At the Partner Level:

- Have someone at your company RingCentral SE certified
 - Have at least one person at the company (preferably an SE) RingCentral IGNITE! SE Certified to deliver RingCentral customer demos. This person will be evaluated by one of our Solutions Engineers. Please note, only one person at the company needs to have completed the IGNITE! SE Certification. All other IGNITE! participants need only have the IGNITE! Sales Certification to submit IGNITE! deals.
- Have a RingCentral demo account at your company

Contact your Partner Manager to learn more about the IGNITE! Partner Program today!

*Terms and conditions apply.