

# Jaspersoft™ Partner Program Guide

## Partnering with Jaspersoft

Why partner with Jaspersoft?

### **Align with a Market Leader**

### **Expand Market Reach**

Join a thriving ecosystem of customers and partner companies that use Jaspersoft's products

### **Differentiate Value Add**

Market your ability to deliver a highly differentiated solution to thousands of Jaspersoft customers using certified resources

### **Build a High-growth Services and Solutions Business**

Reap the financial reward of Jaspersoft positioning, sustained engagements through referral, and a healthy ratio of subject matter expertise (SME) and services

## Program Structure

The Jaspersoft Partner Program applies solely to Jaspersoft, a business unit of Cloud Software Group, Inc. and the Jaspersoft Products available under the Jaspersoft Partner Program. The Jaspersoft Partner Program offers Partners the opportunity to become Resell Partners as outlined in the program Requirements included in this Program Guide.

## Program Benefits

The Jaspersoft Partner Program model offers opportunities for Partners to cultivate expertise and to increase their capabilities to market, sell, and deliver Jaspersoft training and Jaspersoft product-related services.

Benefit	Resell Partner
Access to training & certification platforms	*
Annual Partner agreement	*
Annual business planning	*

Discounts on list pricing	*
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Benefits are based on Partner's assigned type and availability and are subject to change at Jaspersoft's sole discretion. Certain Benefits may not be available in all jurisdictions or on all transactions based upon applicable law.

## Resell Partner Incentives 2025

Resell Incentives 2025	Discount on List
Standard Partner Resell <sup>1</sup>	5%
renewal business - standard term length (3 - 5 years) <sup>2</sup>	Up to 5%
renewal business - shortened term length (< 3 years) <sup>3</sup>	Up to 2%
renewal business - extended term length (> 5 years)	TBD
new business - standard term length (3 - 5 years) <sup>4</sup>	10%
new business - shortened term length (< 3 years) <sup>5</sup>	5%
new business - extended term length (> 5 years)	TBD
Standard referral incentive	5%

Partner Resell discounts are not aggregated. For example: one discount may be applied to one part of an Order or to certain fees received, and another discount applied to another part of the same Order or to other receipts. Not more than one discount will be applied to any one part of an Order.

<sup>1</sup> This Discount is the default or "standard" discount for resell Orders accepted from Partner

<sup>2</sup> In the event that the renewal price is higher than the List Price, this Discount is applied for each renewal resold by Partner. For clarity: the discount percentage may not exceed 50% of the uplift percentage over the Last Price Paid ("LPP") and is applied after any renewal uplift is applied

<sup>3</sup> With similar terms to the discount above ("renewal business - standard term length (3 - 5 years)"), this is a reduced discount on the renewal price for a renewal resold by a Partner with a Term shorter than three (3) years

<sup>4</sup> This one-time Incentive is available for an accepted New Business Order with a standard 3 - 5 year Term. The discount is applied to the Total Fees paid to Jaspersoft by Partner in the first 25 months of the Term. The Standard Discount will apply to any payments made by Partner after 25 months of the Term.

<sup>5</sup> This once-off Incentive is available for an accepted New Business Order, which Term is less than 3 years. The discount is applied to the Total Fees paid to Jaspersoft by Partner in the first 13 months of the Term. The Standard Discount will apply to any payments made by Partner after 13 months of the Term.

## Partner Affiliates

Partner Affiliates are not granted any rights under the Agreement. Each Partner Affiliate is required to execute its own Cloud Software Group, Inc. Master Partner Agreement and the applicable Jaspersoft Addendum. Company may request confirmation in writing of the identification and ownership status of Partner Affiliates prior to approving any Partner Affiliate request to join the Jaspersoft Partner Program.

## Partner Territory

A Partner's authorized Territory is defined as Global, except as otherwise stated in the MPA or as part of an excluded country listed below:

- In these territories Jaspersoft operates through exclusive Partners:  
India and Pakistan
- Any embargoed or sanctioned countries/regions, by sanctioned or restricted persons, or for prohibited end-uses under U.S. law
- China, Macau and Hong Kong. It should be noted that the Company does not sell to customers in China, Macau and Hong Kong and that Partners are not permitted to resell directly to customers or permit the distribution of Jaspersoft Products in these countries.

Violation of this provision may result in immediate termination of the Partner's Jaspersoft Partner Program membership.

## Program Requirements

The Jaspersoft Partner Program is an annual program running from March 1 to the last day in February. Partner performance will be reviewed annually (or at Jaspersoft's discretion) based on the following core Requirements:

### Resell Partners:-

- Total ACV (Annual Contract Value) previous FY bookings accepted
- Total ARR (Annual Recurring Revenue)
- Gross Renewal Rate previous FY
- Expansion growth (existing customers)
- New Logo acquisition (new customers)
- Partner-sourced Approved Pipeline
- Jaspersoft training, services & solutions delivered to customers
- # of Resources Trained (product and sales)
- # of Resources Certified (product and sales)

All Partners are expected to meet the Requirements of this Partner Program to remain eligible (monitored quarterly).

## Jaspersoft Partner Program Eligibility & Requirements

Partner Type and Tier	Eligibility	Partner Program Requirements
Resell	Available to Partners who have submitted a Jaspersoft Partner Application and been accepted by Company	<ul style="list-style-type: none"><li>• Acceptance of the click through Partner Agreement or otherwise subject to a binding current Partner Agreement</li><li>• Completion of all compliance Requirements which are detailed in "Partner Compliance" section</li><li>• A minimum of one transaction in the prior twelve (12) month period at the time of Jaspersoft Partner Program membership renewal</li><li>• Approved credit check and all accounts with Cloud Software Group, Inc., if any, are in good standing.</li></ul>

## Jaspersoft Partner Program Membership

The length of a Partner's Jaspersoft Partner Program membership is defined in the Partner Agreement.

Partners must be current and up to date with all Requirements set out in the Agreement, including this Program Guide. Company reserves the right to withhold the Jaspersoft Partner Program Benefits if a Partner is not meeting the obligations under the Agreement.

If a Partner's Jaspersoft Partner Program membership has expired or is terminated, Partner may re-apply to Jaspersoft. Partner must meet the Partner Program Requirements at the time of application for membership. Company reserves the right to reject any Jaspersoft Partner Program membership application with or without cause.

## Resell Transaction Rights

Participation in the Jaspersoft Partner Program as a Resell Partner grants you the right to resell Jaspersoft Products within the Territory. All ordering, invoicing, payment, and delivery must occur within the Territory.

Partner's right to purchase Jaspersoft Products for resale shall be subject to the purchase terms in the Agreement including this Program Guide. End Users' use of Jaspersoft Products shall be subject to EUA.

## New & existing partners annual acceptance partnership process

### **Jaspersoft Partner Program application process**

Contact us at [partners@jaspersoft.com](mailto:partners@jaspersoft.com) to enroll in the Jaspersoft Partner Program. Jaspersoft will send you a link to complete the application process. A partner must be approved by Jaspersoft and go through a due diligence process to be accepted into the Jaspersoft Partner Program.

### **Jaspersoft Partner Help Desk**

Contact the Jaspersoft Partner Help Desk for questions regarding the Jaspersoft Partner Program, partner opportunities, or information on the Jaspersoft Product portfolio.

Partner Help Desk: Email: [partners@jaspersoft.com](mailto:partners@jaspersoft.com)

## Legal notice

This Program Guide for the Jaspersoft Partner Program is incorporated into and forms a part of your Agreement for participation in the Jaspersoft Partner Program. This Program Guide and the Jaspersoft Partner Program is only applicable to the Jaspersoft Business Unit and the Jaspersoft Products. This Program Guide is incorporated into the Master Partner Agreement and any other Partner agreements referencing and incorporating this Program Guide.

- If this Program Guide conflicts with the Agreement, this Program Guide takes precedence solely for the matters addressed herein, unless otherwise expressly agreed in writing by Cloud Software Group, Inc. (“Company”) and its Affiliates.
- This Program Guide replaces all prior versions of the Jaspersoft Partner Program Guide and or the TIBCO Partner Program Guide as it may relate to Jaspersoft Products.
- This Program Guide may be modified by Company and/or its Affiliates from time to time. Unless Partner provides notice of termination in accordance with the Agreement, Partner shall be deemed to have accepted all changes and modifications made to the Program Guide as of the Program Guide Effective Date.
- Jaspersoft Partner Program Benefits and Requirements are applied based on the country in which the partner is located.
- Partner is responsible for monitoring and keeping up-to-date with respect to the content of this Program Guide as made available to Partner at <https://www.jaspersoft.com/content/dam/jaspersoft/documents/partners/program-guide.pdf>. Partner will be deemed to have received written notice of any changes at the time they are posted to the Partner Portal.
- Company reserves the right to administer the Jaspersoft Partner Program and to interpret and enforce the Partner Program Requirements at its discretion.
- All capitalized terms not defined in this Program Guide are as defined in the Agreement and if not otherwise defined are as defined in the current Master Partner Agreement (“MPA”) or End User Agreement (“EUA”).
- This Program Guide is Confidential and Proprietary Information of Cloud Software Group, Inc. and its Affiliates.

Contact us by email [partners@jaspersoft.com](mailto:partners@jaspersoft.com)

This Program Guide is effective: February 28, 2025



**Jaspersoft**  
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Jaspersoft is a leading provider of developer-grade reporting software, with over 600,000 downloads per month globally. Jaspersoft provides developers and business users the ability to create, embed and distribute highly interactive, pixel perfect reports, ad hoc reports, dashboards and analytics into their applications to enhance the end-user experience. These tools give Jaspersoft's over 1,100 customers around the world the ability to meet their reporting requirements, gain insight from multiple data sources and ultimately make better decisions. For more information, visit [www.jaspersoft.com](http://www.jaspersoft.com).

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