

**PROCORE**

# Partner Program Guide



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# A Message from Procore's Founder

Construction touches all of our lives, every day. From the roads we drive on, to the homes where we raise our children, to the hospitals where we receive care. Supporting this important industry is an incredible purpose we all share.

I started Procore in 2002 after witnessing firsthand the disconnected and complicated nature of construction while building my own home. Since then, I have never stopped working to connect everyone in construction on a global platform.

The needs of the industry we serve are virtually endless and are far too vast for one company to solve. That's why we are so grateful you are part of this community, working alongside us to solve construction's biggest challenges. A thriving Partner ecosystem gives our customers the freedom to choose the best solutions for them and access to the tools they need to build the world around us.

Our vision is to improve the lives of everyone in construction, and that includes partners like you who are building solutions for it. I'm proud that Procore has developed a platform on which our partners can build successful businesses and through which our customers can do their life's best work.

Thank you for coming on this journey with us.



**Tooey Courttemanche**

Procore Founder & CEO



# Introduction to the Program Guide

This Program Guide describes the program terms and policies that govern participation in the Procore Partner Programs. Procore may amend this guide from time to time at its discretion and the most recent version will be made available to Partners on our [website](#) and the Partner Portal. All partner requirements and benefits are subject to the most current version of this guide.

The terms of this Program Guide are subject to any Procore Partner Agreement between Procore and the participating partner.







## Procore Partner Program Overview

Procore Partners allow Procore to better serve the construction industry by extending Procore's product, sales, and service offerings. Partnership equates to faster-time-to value and bespoke product and services offerings for our shared customers around the world.

As a Procore partner, you have access to the largest network of construction professionals in the industry. Partners may unlock the value of the Procore Partner Program through the training, business development, and marketing opportunities outlined below.

Together, we can improve the lives of everyone in construction.

# Partner Programs



## Technology Program

Procore's Technology Partners supply products, extensions or add-ons that are integrated or used with Procore to help manage construction project management and other business needs. These software vendors and technology integrators help construction teams scale their business through integrated, comprehensive, cloud-optimized solutions built on the Procore platform.



## Referral Program

Procore's Referral Partners act as advisors to our shared customers and help to create demand by referring prospective customers to Procore or co-selling alongside Procore.



## Reseller Program

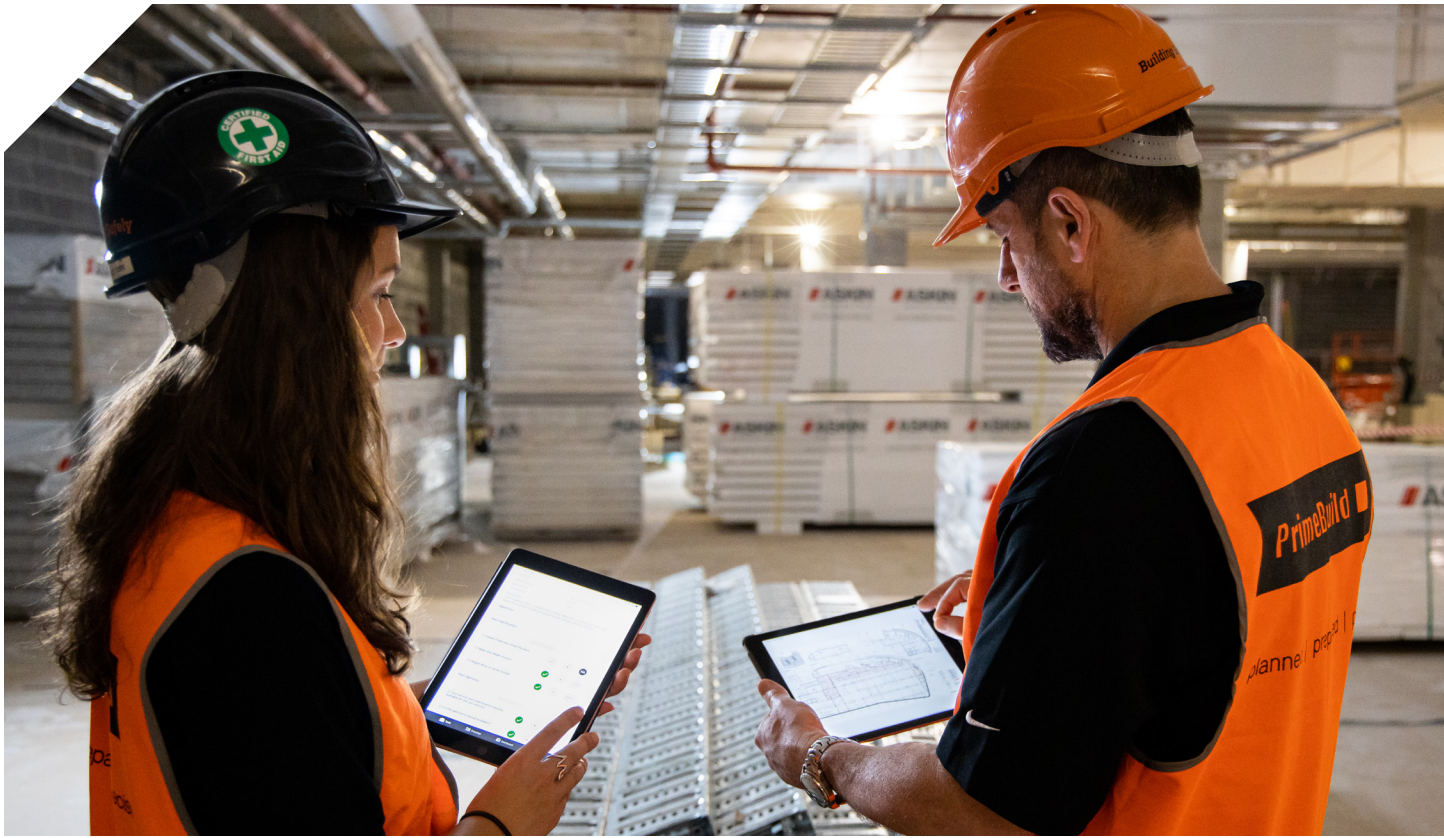
Procore's Reseller Partners offer a wide variety of IT products and services tailored to each customer's needs. They have access to both live and self-guided training and are certified to represent Procore in select markets and geographic regions.



## Services Program

Procore's Services Partners have access to both live and self-guided training and are certified to provide implementation, optimization and training services that help our customers meet their business process and technology needs. These organizations extend Procore's services and support capabilities for customers of all sizes.





## Partner Vetting, Contracting, & Fees

All prospective Partners, regardless of Program, are expected to complete Procore's vetting process ahead of contracting. The vetting process varies by Program.

Participation in the Partner Program is subject to compliance with this Program Guide, the applicable Procore Partner Agreement, and the [Partner Code of Conduct](#). Partners that do not meet and maintain compliance with the relevant program requirements will be subject to a partnership review and possible change in program benefits, including loss of status as a Procore Partner or change in tier status, per the Partner Agreement.

### Program Year

Throughout the program year, Partners are expected to meet the outlined Program requirements. Partner performance is assessed at the beginning of each program year.

### Program Fees

At this time, there are no fees associated with participation in any Procore Partner Programs. Procore reserves the right to make changes to this in the future.



# Resources

All program documentation, onboarding and training content, marketing materials, as well as links to other relevant resources can be found in the Procore Partner Portal.

## Support

For any feedback, questions or concerns, partners are able to reach out to the Partner Programs & Experience team at [partnerprograms@procore.com](mailto:partnerprograms@procore.com). Please expect a response within 5 business days.

For questions and support for API integrations please contact [apisupport@procore.com](mailto:apisupport@procore.com) or file an API support ticket [here](#).





# Brand Usage Guidelines

As detailed in the Procore Partner Agreement, Partners are responsible for accurately representing Procore and the partnership in all public facing materials produced by the Partner, including but not limited to press releases, social media copy, blogs, and webinar content. This includes ensuring compliance with the [Brand Design Guidelines](#), [Procore Trademark Use Guidelines](#), as well as the additional guidelines outlined below.

## Review Process

Partners are required to submit any public facing materials mentioning Procore for review to the Partner Programs & Experience team at [partnerprograms@procore.com](mailto:partnerprograms@procore.com). Please include your desired launch timing for all public facing marketing collateral. Procore will aim to provide a response within five business days. Once approved, you are responsible for the logistics and costs of distribution, and announcement timing must be conducted in the approved window provided by Procore.

Please note that Procore does not make public announcements during the Quiet Period. Our Quiet Periods are usually the two weeks prior to quarterly earnings announcements, and we avoid announcing new partnerships and product integrations in this timeframe.

## Violations

Partners that do not comply with Procore's Brand Use Guidelines and/or Trademark Usage Guidelines will be subject to a partnership review and possible change in program benefits, including loss of status as a Procore Partner or change in tier status, per the Partner Agreement.

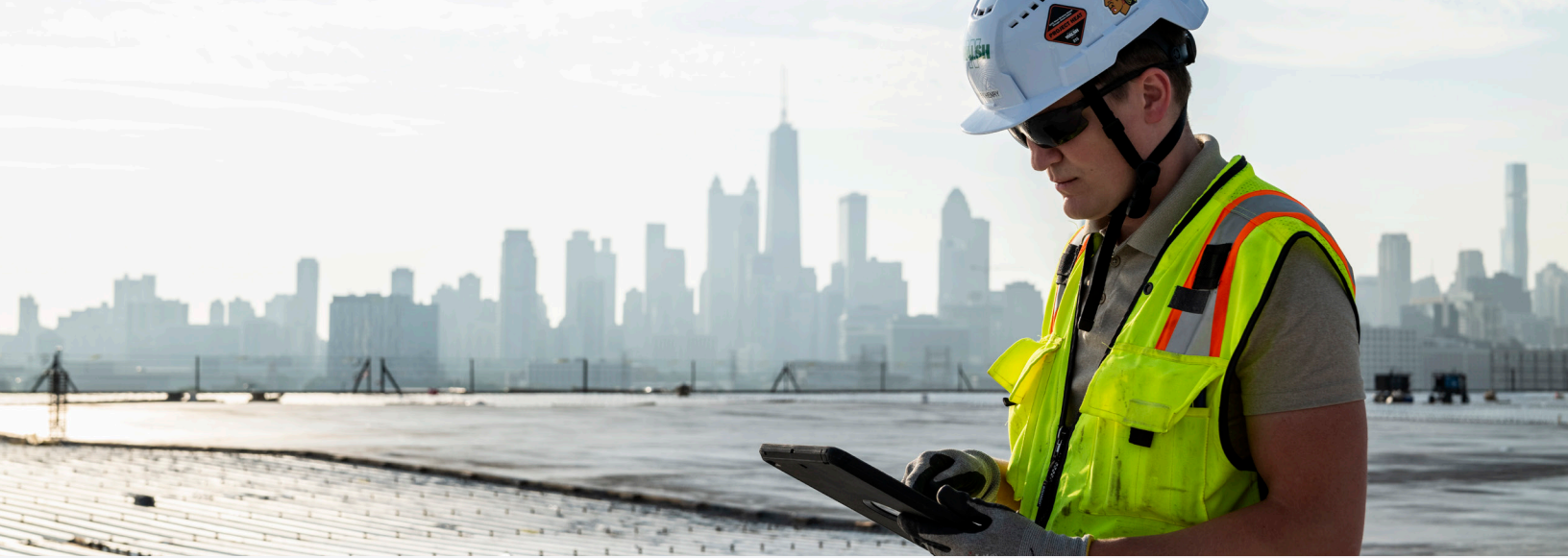
Actions taken may include, without limitation, declining all citation requests from companies with active citation violations as well as cease and desist orders to remove content. If you have questions about what constitutes a violation, or you believe that you have found a violation, please contact us at [partnerprograms@procore.com](mailto:partnerprograms@procore.com).



## Technology Partners

Procore's Technology partners supply products, extensions or add-ons that are integrated or used with Procore to help manage construction project management and other business needs. These software vendors and technology integrators help construction teams scale their business through integrated, comprehensive, cloud-optimized solutions built for the Procore platform.





# Technology Partner Benefits

## General

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### Access to Developer Portal & API Documentation

Access to Procore's Developer documentation and API knowledge base. All documentation on building and submitting an application can be found on the [Procore Developer Portal](#).

### Procore App Marketplace Listing

Partners are eligible for a tile on the [Procore Marketplace](#), subject to Procore's review and approval. Showcase your integration's benefits to our shared customer base and generate new leads. Partners should utilize the Developer Portal to maintain and manage each integration's Marketplace Listing. All Partners must adhere to our [Marketplace Listing Requirements](#) and ensure the listing information is maintained and accurate at all times.

### Basic API Support

API support is available for any API errors or troubleshooting within the Developer Portal. Additionally, we provide all Technology Partners with extensive [Frequently Asked Questions](#), documenting common issues and solutions for the Procore Marketplace.

### Access to Paid Technical Services

Help optimize development timelines with a consultative workshop led by Procore's Solutions Architects. Get insight into Procore's powerful integration features and collaborate to help establish seamless integration flows and ensure a shared understanding of implementation strategies.

### Integration Launch Press Release

Pending review, Procore may approve a partner-led press release at the time of initial application launch. Partners are limited to one press release per application and must have at least 5 customers using the integration prior to approval.

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## TECHNOLOGY PARTNER BENEFITS

# Training & Support

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## Digital Procore Platform Training

All Partners can validate their knowledge and expertise through Procore's [Learning Platform on Procore.com](#).

## Procore Product Webinars

Gain valuable insights by joining Procore's quarterly product [webinars](#). Explore upcoming product releases and enhancements across the Procore platform, ensuring you stay informed about the latest developments.

## Integration Development Support

Join us for our Weekly Office Hours, hosted by Procore's API Support and Integration teams. Come ready with technical questions and learn how to maximize Procore usage.

## Quarterly Procore Construction Bootcamp 101

Procore-led Construction Industry bootcamp for Partners. This is a virtual, classroom-style bootcamp intended for Partners whose employees may benefit from introductory construction knowledge.

The Bootcamp schedule runs on a preset cadence. Partners are limited to five (5) attendees per session.





## TECHNOLOGY PARTNER BENEFITS

### Events

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#### Invitation to Groundbreak & Partner Experience

Partners are invited to join us at Groundbreak, Procore's Annual User Conference, and the Partner Experience, including dedicated networking and breakout sessions for current and prospective Procore Partners.

#### Early Access to Groundbreak Sponsorships

Early Access to Groundbreak Sponsorship prospective and package selection. Sponsorships are on a first-come, first-served basis and payment is required to reserve a final package.



## Other General Benefits

### Peer-to-Peer Networking

Procore Partners are a part of the largest network of construction professionals and organizations working to solve the industry's biggest challenges. Procore facilitates regular networking opportunities for all Partner types.

### Access to Procore Community

An extension of Procore's mission - "to connect everyone in construction on a global platform" - Procore Community is a place for Procore Customers and Partners to learn, collaborate, and share. Partner access is subject to the [Community Terms of Use](#) and [Partner Rules of Engagement](#).

### Support Access

Procore's dedicated Customer Support Team is available to Partners for all Procore Platform related questions and troubleshooting.

→ **QUESTIONS** about the Procore Partner Program should be directed to the Partner Programs [partnerprograms@procore.com](mailto:partnerprograms@procore.com)



# Technology Partner Requirements



## Minimum Number of Test Customers

Partners must have at least one (1) shared customer actively test each integration prior to the integration's Marketplace Listing launch.



## Minimum Number of Companies Using Partner Integration(s) Annually

This is the sum total of individual Companies using a Partner's integration. Partners must have a minimum of one (1) Customer using their integration(s) within a 12 month period. Usage is reviewed for the previous year at the start of each new calendar year. Marketplace Listings that do not meet the minimum requirement may be removed from the Procore Marketplace.

Technology Partners must use Procore's Developer Managed Service Accounts. Partners building outside of Procore's App Framework and using Traditional Service Accounts cannot be measured against this metric and continued use of legacy tools will impact the ability to participate in the Procore Partner Program.



## App Validation

All integrations undergo a vetting process prior to launching on the Marketplace. This process includes, but is not limited to, showing the setup/onboarding process of the integration, demonstrating the integration, and/or ensuring a successful data transfer in the case of a data connector.

\*For Partners with multiple integrations, each integration must complete the validation process.



## Partner-resourced Integration Support

Partner's support resources must be knowledgeable about the Procore integration(s) and capable of supporting customers who may contact them regarding its use or implementation. This includes a designated support resource available to Customers of their integration.



## Maintained Marketplace Listing

Partners are required to maintain their Marketplace Listing(s) with the most accurate information at all times. Partners should utilize the Developer Portal to maintain and manage each integration's Marketplace Listing. All Partners must adhere to our [Marketplace Listing Requirements](#).



## Reseller Partners

Procore's Reseller Partners offer a wide variety of IT products and services tailored to each customer's needs. They have access to both live and self-guided training and are certified to represent Procore in select markets and geographic regions.

### Program Governance

Procore will review Reseller Partner status on an annual basis to ensure partners are meeting requirements outlined below. Partners participating in multiple Procore Partner Programs will be reviewed against the distinct program requirements.



# Reseller Partner Benefits

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## General

### Access to Procore Partner Portal

The Procore Partner Portal is the central hub for Partners to quickly and easily access the most relevant content for their organization. This includes marketing resources, web-based learning, and sales materials. Partners can also submit leads and/or register deals through the Portal.

### Guided New Partner Onboarding

Within the Partner Portal, a self-guided onboarding journey is provided to help Partners quickly get up to speed on Procore and our Programs.

### Named Partner Account Manager

Access to a Procore Account Manager.

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## Training

### Digital Procore Platform Certifications

All Partners can validate their knowledge and expertise through Procore's free [Platform Certifications on Procore](#). Upon successful course completion you will earn a verifiable certificate that you can add to your LinkedIn profile and share with your peers and professional networks.

### Monthly Product Update & Lookahead

Through the Partner Portal, Partners receive access to a monthly product update and lookahead highlighting new Procore products and features.

### On-Demand Partner Training

Within the Partner Portal, Partners have access to on-demand, self-paced Procore learning courses. These certifications focus on foundational knowledge at varying levels of training and certifications that help partners to become experts on how to use, sell and implement our products.

### Quarterly Procore Construction Bootcamp 101

Procore-led Construction Industry bootcamp for Partners. This is a virtual, classroom-style bootcamp intended for Partners whose employees may benefit from introductory construction knowledge.

The Bootcamp schedule runs on a preset cadence. Partners are limited to five (5) attendees per session.

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## Training (cont'd)

### Procore Construction Bootcamp 201

Procore-led Construction Industry bootcamp for Partners. This is a virtual, classroom-style bootcamp intended for Partners whose employees are looking for more in-depth construction industry knowledge.

Note: Participation in this course is subject to an additional fee and is first-come, first-serve as spots are limited.

### Hands-on Demo Environment

A demo instance of Procore for Partners to show Procore to a prospect and/or customer. Demo Account provisioning is dependent on a completed Demo-Ready training and certification available within the Partner Portal.

### Procore Partner Webinars

Invitation to join regular Partner webinars to learn about the latest product releases, events, and other important Partner news.





## Sales

### Deal Registration

Reseller partners may register each potential Customer sourced by Reseller with Procore. Procore may approve or reject each registered deal. Approved deals qualify for an additional discount off of Procore list price per Reseller terms. Procore will not actively engage in direct-sales efforts for opportunities with end users where a Reseller Partner has an approved or active deal registered.

### Procore + Partner Account Mapping

Access to Crossbeam, a secure account mapping tool that identifies overlaps between Procore and our Partner's prospects and customers. This allows us to better collaborate to generate new opportunities, advance existing deals, and grow joint customers.

### Partner-built Content Available to Field Teams

Partner-built materials made available within our internal enablement hub to equip Procore field teams on their company and offerings.

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## Events

### Invitation to Groundbreak & Partner Experience

Partners are invited to join us at Groundbreak, Procore's Annual User Conference, and the Partner Experience, including dedicated networking and breakout sessions for current and prospective Procore Partners

### Early Access to Groundbreak Sponsorships

Early Access to Groundbreak Sponsorship prospective and package selection. Sponsorships are first-come, first-serve and payment is required to reserve a final package.



## Other General Benefits

### Peer-to-Peer Networking

Procore Partners are a part of the largest network of construction professionals and organizations working to solve the industry's biggest challenges. Procore facilitates regular networking opportunities for all partner types.

### Access to Procore Community

An extension of Procore's mission - "to connect everyone in construction on a global platform" - Procore Community is a place for Procore customers and partners to learn, collaborate, and share. Partner access is subject to the [terms and rules of engagement](#).

### Support Access

Procore's dedicated Customer Support Team is available to Partners for all Procore Platform related questions and troubleshooting.

→ **QUESTIONS** about the Procore Partner Program should be directed to the Partner Programs & Experience team or your dedicated Partnership Manager.



# Reseller Partner Requirements

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## General



### Designated Partnership Manager

Partner must have a designated Partnership Manager to act as the point of contact for the relationship. This contact will serve as the liaison between technical, sales, marketing, and support activities between Procore and the Partner's organization.

## Sales Enablement



### Target Revenue

Reseller partners are required to deliver a minimum amount of Annual Recurring Revenue, as agreed with Procore during the annual business planning process. Procore reserves the right to make changes to this in the future.



### Customer References

As partners we would like to showcase our wins together by sharing their experience with Procore solutions recommended to them by our partnership. Partners are requested to provide one customer reference annually.

## Procore Knowledge



### Procore Platform Trainings

Individuals from Partner organization must enroll in and complete the necessary Procore Platform Trainings in the Procore Partner Portal. The Procore Platform Trainings available in the Procore Partner Portal will provide Partners with a base level understanding of the construction industry and an overview of the Procore Platform by customer segment (General Contractors, Specialty Contractors, and Owners).

## Business Review



### Completed Order Form

Reseller partners are required to submit a completed Order Form as provided in the Reseller terms. Completed Order Forms should be emailed to [partnerorders@procore.com](mailto:partnerorders@procore.com) for review and execution.



### Annual Business Plan

Resellers will develop & submit an annual business plan to Procore for review at the start of each calendar year. This plan will include financial targets, marketing activities and goals for the year.

# Deal Registration

Reseller partners may register each potential Customer sourced by Reseller with Procore. Procore may approve or reject each registered deal. Approved deals qualify for an additional discount off of Procore list price per Reseller terms. Procore will not actively engage in direct-sales efforts for opportunities with end users where a channel partner has an approved or active deal registered.

## Deal Registration **Eligibility Requirements**

- + Active sales opportunities being pursued directly by Procore at the time of deal registration are not eligible for approval.
- + Customer renewals are not eligible for approval.
- + The deal cannot already be registered by another partner. However, Procore may grant deal registration to multiple partners if required by applicable laws.
- + The deal cannot be subject of a published public procurement process. A deal may be registered prior to the procurement being published provided that the Partner is consistently compliant with all laws and regulations regarding procurement integrity.
- + Before registering a deal, the Partner must demonstrate to Procore reasonable pre-sales activities for the deal. Partners must include a description of such activities when submitting a deal registration. Procore retains sole discretion as to whether Partner activities are sufficient to justify approval.

## Deal Registration **Process**

1. Deals must be registered using the [Procore Deal Registration Form](#).
2. A Procore representative will respond with an approval or rejection within 5 business days.
3. Once approved, registered deals must be closed prior to the expiration of the Approval Period, which is 90 days from the registration approval. There is a possibility of a one time extension outlined in the deal registration guidelines below.



## Deal Registration Guidelines

- + Deal Registration is based upon a “first come, first served” principle. The first partner that brings a qualified sales opportunity that becomes an approved registered deal will be the only partner with whom Procore engages with the end customer. “Engage” can be defined as:
  - + Either through on-site or virtual, presentations and or demonstrations.
  - + Facilitate visits / meetings with Procore resources (e.g. Account Executives, Sales Engineers, Strategic Product Consultants).
- + Approved registered deals must be closed prior to the expiration of the Approval Period, which is 90 days from the registration approval. At Procore’s discretion, Procore may extend the Approval Period if sufficient justification exists and can be requested by reaching out to [partnerprograms@procore.com](mailto:partnerprograms@procore.com) with justification reasons and opportunity details. Please expect a response within 1-2 business days.
- + Per the Reseller Terms, approved deals qualify for an additional discount to the Standard Partner Discount.
- + Channel pricing to the end customer is set solely by the channel partner.
- + Subject to approved deal registration, Procore will not actively engage in direct-sales efforts for opportunities with end users where a channel partner has an approved or active deal registered.

The rules and scenarios outlined above do not take into consideration every scenario that may arise. Situations not defined above will be handled on a case by case basis. Common deal rejection reasons include unsupported regions and active opportunities that are already in the pipeline with Procore directly.

Lack of deal registration does not preclude the partner from bidding on and winning an opportunity. However Procore will only provide the above engagement services to the partner with the approved registration.



## Services Partners

Procore's Services partners have access to self-paced training and are certified to provide implementation, optimization and training services that help our customers meet their business process and technology needs. These organizations extend Procore's services and support capabilities for customers of all sizes.

### Program Governance

Procore will review Services Partner status on an annual basis to ensure partners are meeting requirements outlined below. Partners participating in multiple Procore Partner Programs will be reviewed against the distinct program requirements.

Services Partners may request Procore's approval to deliver Services to End Users in the following countries: United States, Canada, Australia, New Zealand, United Arab Emirates and Saudi Arabia. Any countries which are approved by Procore for a specific Services Partner's Territory will be listed on the Partner Portal.



# Services Partner Benefits

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## General

### Access to Procore Partner Portal

The Procore Partner Portal is the central hub for Partners to quickly and easily access the most relevant content for their organization. This includes marketing resources, web-based learning, and sales materials.

### Guided New Partner Onboarding

Within the Partner Portal, a self-guided onboarding journey is provided to help Partners quickly get up to speed on Procore and our Programs.

### Named Partner Account Manager

Access to a Procore Account Manager.

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## Training

### Monthly Product Update & Lookahead

Through the Partner Portal, Partners receive access to a monthly product update and lookahead highlighting new Procore products and features.

### On-Demand Partner Training

Within the Partner Portal, Partners have access to on-demand, self-paced Procore learning courses. These trainings focus on foundational knowledge at varying levels of training that help partners to become experts on how to use, sell and implement our products.

### Quarterly Procore Construction Bootcamp 101

Procore-led Construction Industry bootcamp for Partners. This is a virtual, classroom-style bootcamp intended for Partners whose employees may benefit from introductory construction knowledge.

The Bootcamp schedule runs on a preset cadence. Partners are limited to 5 attendees per session.

### Procore Construction Bootcamp 201

Procore-led Construction Industry bootcamp for Partners. This is a virtual, classroom-style bootcamp intended for Partners whose employees are looking for more in-depth construction industry knowledge.

Note: Participation in this course is subject to an additional fee and is first-come, first-serve as spots are limited.

[Cont'd >](#)



## SERVICES PARTNER BENEFITS

### Training (cont'd)

#### Hands-on Demo Environment

A demo instance of Procore for Partners to show Procore to a prospect and/or customer. Demo Account provisioning is dependent on a completed Demo-Ready training and certification available within the Partner Portal.

#### Procore Partner Webinars

Invitation to join regular Partner webinars to learn about the latest product releases, events, and other important Partner news.



## Sales

### Referral Compensation

Services Partners are eligible to earn commission by referring qualified customers. The Procore Sales team is responsible for all aspects and costs of the sales process once an introduction is made. Referral commissions are subject to the current terms found in the Procore Referral Addendum and Exhibit 1 to this Program Guide.

### Procore + Partner Account Mapping

Access to Crossbeam, a secure account mapping tool that identifies overlaps between Procore and our Partner's prospects and customers. This allows us to better collaborate to generate new opportunities, advance existing deals, and grow joint customers.

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## Events

### Invitation to Groundbreak & Partner Experience

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## Other General Benefits

### Peer-to-Peer Networking

Procore Partners are a part of the largest network of construction professionals and organizations working to solve the industry's biggest challenges. Procore facilitates regular networking opportunities for all partner types.

### Access to Procore Community

An extension of Procore's mission - "to connect everyone in construction on a global platform" – Procore Community is a place for Procore customers and partners to learn, collaborate, and share. Partner access is subject to the [terms and rules of engagement](#).

### Support Access

Procore's dedicated Customer Support Team is available to Partners for all Procore Platform related questions and troubleshooting.

→ **QUESTIONS** about the Procore Partner Program should be directed to the Partner Programs & Experience team or your dedicated Partnership Manager.



# Services Partner Requirements

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## General



### Designated Partnership Manager

Partner must designate a Partnership Manager to act as the primary point of contact for the Procore relationship. This contact will serve as the liaison between technical, sales, marketing, and support activities between Procore and the Partner's organization.

## Procore Knowledge



### Procore Platform Trainings

Consultants from Partner organization must enroll in and complete the necessary Procore Platform Trainings in the Procore Partner Portal. The Procore Platform Trainings available in the Procore Partner Portal will provide Partners with a base level understanding of the construction industry and an overview of the Procore Platform by customer segment (General Contractors, Specialty Contractors, and Owners).

## Sales Enablement



### Marketing Activity

Partners are required to comply with any marketing and branding guidelines as indicated in the Partner Portal.



### Customer References

Partners are required to provide at least one customer reference annually. This requirement will provide Partners the opportunity to showcase their achievements, strengthen their position in the market, and drive mutual growth.



## Referral Partners

Procore's Referral Partners act as advisors to our shared customers and help to create demand by referring prospective customers to Procore or co-selling with Procore.



# Referral Partner Benefits

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## General

### Access to Procore Partner Portal

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# Training

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## Hands-on Demo Environment

A demo instance of Procore for Partners to show Procore to a prospect and/or customer. Demo Account provisioning is dependent on a completed Demo-Ready training and certification available within the Partner Portal.

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Invitation to join regular Partner webinars to learn about the latest product releases, events, and other important Partner news.



## REFERRAL PARTNER BENEFITS

### Sales

#### Referral Compensation

Referral Partners are eligible to earn commission by referring qualified customers. Referral commissions are subject to the current terms found in the Procore Referral Agreement.

### Events

#### Invitation to Groundbreak & Partner Experience

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## Other General Benefits

### Peer-to-Peer Networking

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### Access to Procore Community

An extension of Procore's mission - "to connect everyone in construction on a global platform"—Procore Community is a place for Procore customers and partners to learn, collaborate, and share. Procore Community is a global platform for all Procore customers and partners to discuss questions, join groups, and view upcoming events. Partner access is subject to the [terms and rules of engagement](#).

### Support Access

Procore's dedicated Customer Support Team is available to Partners for all Procore Platform related [questions and troubleshooting](#).

→ **QUESTIONS** about the Procore Partner Program should be directed to the Partner Programs & Experience team or your dedicated Partnership Manager.

# Referral Partner Requirements

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## General



### Designated Partnership Manager

Partner must designate a Partnership Manager to act as the primary point of contact for the Procore relationship. This contact will serve as the liaison between technical, sales, marketing, and support activities between Procore and the Partner's organization.

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## Sales Enablement



### Referral Submission

To qualify for a referral commission, Partners must submit all leads through the [Procore Referral Form](#). Procore may request that the Referring Partner make a personal introduction to the Qualified Referral.

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## Business Review



### Business Plan with Account Manager

Annual Business Plan development alongside Procore Named Account Manager.