



OutSystems Partner Program

Thousands of customers worldwide trust OutSystems, the number one low-code platform for rapid application development, to build enterprise-grade apps and transform their business faster.

OutSystems is the only solution that combines the power of low-code development with advanced mobile capabilities, enabling visual development of entire applications that easily integrate with existing systems.

The low-code revolution

Why have hundreds of enterprise organizations and partners invested in OutSystems? Gartner predicts low-code platforms will be responsible for more than 65 percent of all application development activity by 2024, and Forrester expects the low-code market to capture \$21B in spending by 2022.

OutSystems is the industry leader, enabling companies to realize the benefits of low-code development:

Efficient processes, that reduce both the time and expense of application development.

Faster time-to-market for internal applications, customer-facing systems and complex transformations

Agility and innovation that enables creativity and responds quickly to changing business demands.

Partner with the low-code leader

OutSystems is consistently ranked the **#1 low-code technology** so you can be sure you are partnering with the best platform on the market.

Our partners have the ability to transform customers in 3 different ways - Deliver, Build, and Run

Deliver

As a channel partner, sell and deliver omnichannel customer experiences, agile and scalable operations, and legacy modernizations.

Build

Apply your industry and technical expertise to build solutions and assets that accelerate sales and customer time to value.

Run

Build a product and sell it to many customers as an ISV or craft a tailored service for a single customer and manage it as a MSP.

What do you get as an OutSystems Partner?



Quick Start

Online tutorials, virtual training, product tours, sales enablement, access to licensing and pre-built demos begin day 1.



Unmatched Support

Dedicated partner success managers help build the technical skills across your team that close business.



Manage Your Business

Sales opportunities, team certifications and commission attainment are tracked in your personal dashboard in Partner Center.



Partner Marketing

Generate demand for your practice by leveraging OutSystems resources and campaigns.



Grow your Business

Drive new revenue streams and new customers from the sales and delivery of OutSystems platform.

Partnership Authorizations

The OutSystems Partner Program offers authorizations that entitle the partner to different requirements and benefits, depending on the capabilities, goals and go-to-market strategy of the partner.



Registered

The entry point for a new partner who signs the OutSystems Partner Agreement. Registered partners have twelve months to build their low-code practice and earn their sales or delivery authorization.



Sales

Demonstrate your business, industry and use-case expertise as you present, demo, build prototypes, and conduct workshops, proofs of concept (POCs), and technical deep dives. Your team includes pre-sales and sales certified professionals engage with OutSystems marketing to drive new business opportunities.



Delivery

With a foundation team of developers certified on the platform, you scope and size project proposals, create services contracts, influence potential customers and drive successful platform adoption. Customer reviews, collected as CSAT scores, validate the quality of your work.



GSI

Brand-name global systems integrators with over \$2 billion in revenues and operating across all GEOs (APAC, EMEA and AMER), meet all of the requirements of sales & delivery partners and build an OutSystems center of excellence (CoE) with at least 50 certified developers.



ISV/MSP

Create world-class solutions and bring them to market fast. Build and run your product as a multi-tenant SaaS offering, fully isolated single-tenant, or stand-alone single implementation delivered via the OutSystems Cloud or self-managed on your cloud.

How to Join

Are you ready to build a transforming, pioneering, thriving low-code practice? Partner success drives customer success which, ultimately, drives our success. So we're looking for partners who are ready to:

- Design and Execute a Joint Business Plan that generates pipeline
- Build an OutSystems technical team with certifications and competencies
- Promote our partnership and differentiate your expertise in your go-to-market strategy
- Drive new opportunities by co-marketing and introducing OutSystems into your customer accounts.

Apply at [outsystems.com/partners](https://www.outsystems.com/partners), sign our partner agreement and proceed with online training and certification.

You'll have access to marketing resources and selling tools right away, and can quickly begin building your OutSystems business plan. Then take advantage of our social media and web channels to **amplify your expertise and credibility** as a partner to OutSystems, the low-code leader.

We're looking for partners who share our passion for digital transformation at unprecedented speed.

Want to join the program?

Apply online at: www.outsystems.com/partners