ROCKETBOT

MAKING TIME
FOR WHAT
MATTERS MOST

PPT for Partners

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Partner Benefits

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Partner Training

WEEKLY ONLINE TRAINING SESSIONS WITH EXPERTS:

Orchestrator usage

Tuesdays from 11:00 to 12:00 / Chile time

BOTs programming

Wednesdays from 11:00 to 13:00 / Chile time

Xperience´s forms programming and usage

Thursdays from 11:00 to 12:00 / Chile time

Online Academy

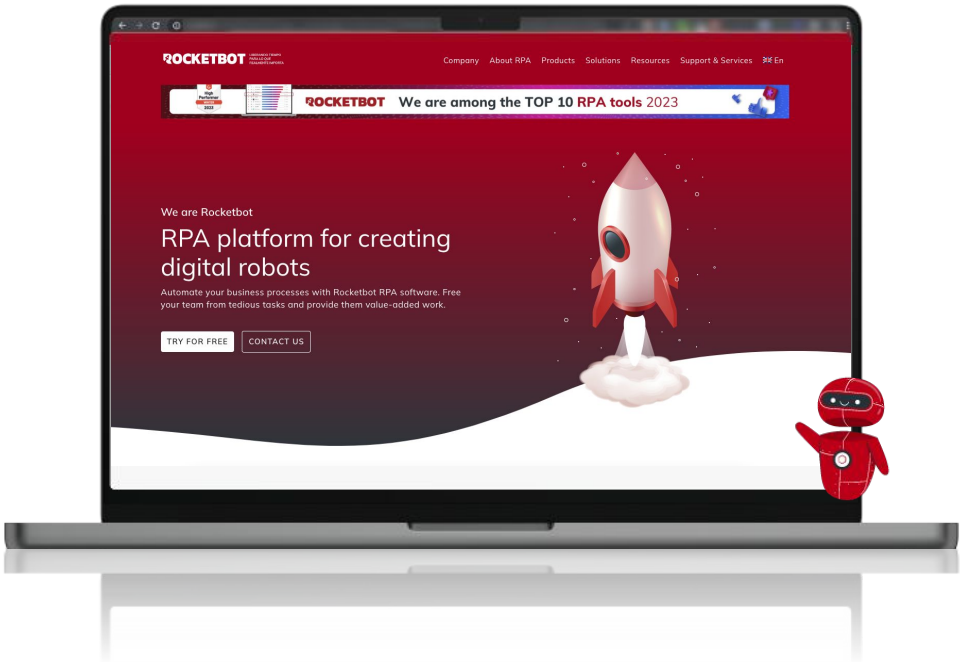
available at: https://academy.rocketbot.co/en/

YouTube Channel

featuring technical videos and webinars at
https://www.youtube.com/@RocketbotRPA/videos

On-Demand Business Training

offered by the Partner Manager in each respective country.



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Why Join a Partner Category?

Our goal is to empower our business partners to become proficient in our tool, ensuring customers have heightened confidence in the services provided by each Rocketbot partner. To facilitate this, our partner categories offer substantial advantages for your company.

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Silver Partner

This partner has a good grasp of Rocketbot RPA concepts, its application for building robots, and process automation. They have qualified staff capable of building moderately complex robots that integrate web environments, email, Excel, XML, FTP, Database, and Legacy.

Requirements	Benefits
• Three (3) engineers with BBRE2 certification (BOT Builder Rocketbot Expert)	• Listing on the Rocketbot portal with the Silver Partner badge
• One (1) engineer with CRRE1 certification (Consultant RPA Rocketbot Expert)	• Success case publication on the portal
• Sales exceeding 10K USD	• Participation in open events with other partners and clients

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Gold Partner

This partner has an advanced understanding of Rocketbot RPA concepts, its application for robot building, and process automation. They have qualified staff for building highly complex robots, combining web environments, email, Excel, databases, XML, FTP, Legacy, SAP, Python, and JavaScript. Moreover, they can integrate these robots with Rocketbot Orchestrator Center and Xperience.

Requirements	Benefits
• Three (3) engineers with BBRE2 certification (BOT Builder Rocketbot Expert)	• Listing on the Rocketbot portal with the Gold Partner badge
• Three (3) engineers with BBRE3 certification (BOT Builder Rocketbot Expert)	• Success case publication on the portal
• Two (2) engineers with CRRE1 certification (Consultant RPA Rocketbot Expert)	• Participation in closed events with clients • Lead assignment
• Sales exceeding 50K USD	• Marketing fund • Sales closure budget

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Platinum Partner

This partner has an advanced understanding of Rocketbot RPA concepts, its application for robot building, and process automation. They have qualified staff for building highly complex or advanced robots, combining web environments, email, Excel, databases, XML, FTP, Legacy, SAP, Python, and JavaScript, and integrating these robots with Rocketbot Orchestrator Center and Xperience. They also provide consulting services for process assessment, classification, prioritization, and ROI analysis for automation.

Requirements	Benefits
• Three (3) engineers with BBRE2 certification (BOT Builder Rocketbot Expert)	• Listing on the Rocketbot portal with the Platinum Partner badge
• Three (3) engineers with BBRE3 certification (BOT Builder Rocketbot Expert)	• Success case publication on the portal
• Three (3) engineers with CRRE1 certification (Consultant RPA Rocketbot Expert)	• Lead assignment • Participation in closed events with clients
• Sales exceeding 100K USD	• Marketing fund • Sales closure budget • Differential margin for tickets >20K

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Keys to Partnership Success

- Rocketbot provides partners with BBRE1 certified developers access to free support via Slack on a 5x8 schedule in the Latam time zone. The support covers tool issues and assistance in building bots, APIs, and connectors.
- The partner must provide first-level support for the Rocketbot platform for their end customers, with Rocketbot's assistance as needed.
- Rocketbot provides a demo kit free of charge for three to six months, including all solution components. This includes Production licenses, Orchestrator, and Xperience.
- The partner must provide support and maintenance for the robots, orchestrator, and management panel built for their clients (either free or at cost).
- Participation in Rocketbot's marketing events and activities.
- Support for pre-sales and sales activities from our Key Account Managers.
- Growth in the number of customer licenses through our Growth department.

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License Price Discounts

Rocketbot provides partners with a discount on the price of licenses according to the following table:

Management	Action Performed By	Discount for Partner
Lead Generation By Lead Generation Pre-sales and POC	Partner Partner Partner	30%
Lead Generation Pre-sales and POC Billing and Post-Sales	Partner Rocketbot Partner	20%
Lead Generation KAM Pre-sales and POC Billing and Post-Sales	Rocketbot KAM Partner Partner	20%
Lead Generation Pre-sales and POC Growth Billing and Post-Sales	Rocketbot Growth Rocketbot Partner	15%
Lead Generation Pre-sales and POC Billing and Post-Sales	Rocketbot Rocketbot Rocketbot	10%

***** License Renewals:** Rocketbot will maintain the original discount conditions for license renewals in subsequent years.

*** Prices for Development, Maintenance, or Consulting services are determined by each Partner.

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Opportunity Declaration

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Opportunity Declaration

- ✔ All potential business opportunities with a customer must be reported to Rocketbot for the purpose of reserving the opportunity.
- ✔ Rocketbot will only provide a discount for opportunities that have been previously reserved.
- ✔ Rocketbot does not accept reservations for accounts or customers; only opportunities within an account are reserved.
- ✔ Two or more partners can work with the same customer if the declared opportunities are different.

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Opportunity Declaration

- ✔ Rocketbot will not grant a discount to a second partner if the opportunity is already reserved (except for tenders or at the customer's request).
- ✔ If a customer seeks to change partners, Rocketbot will make every effort to safeguard the partner who performs well and will arrange a meeting with the customer to review the situation.

✔ The link to declare opportunities is Open form link

✔ The acceptance confirmation of opportunity reservation by Rocketbot will be communicated via email by the respective Regional Partner Account Manager.

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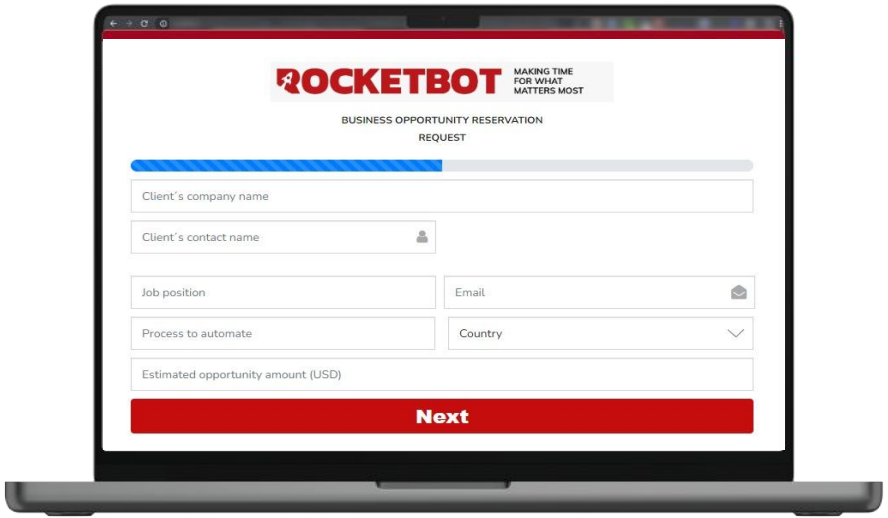
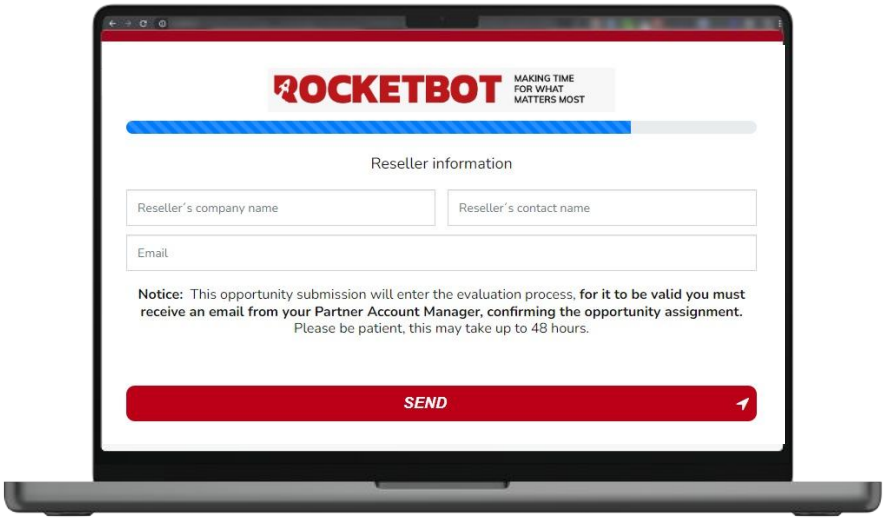
Opportunity Declaration Link: [Open form link]

Customer Information



Partner Information



Full demo kit Rocketbot for Partners

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Full Demo Kit Rocketbot for Partners

The purpose of providing this kit to our partners is to enable them to test, implement, and present the complete RPA Rocketbot solution to customers.

To this end, we provide a complimentary kit that includes:

- **One On-premise S license**
- **One Orchestration Test license (2 processes)**
- **One Xperience Test license (2 forms)**

To access the kit, specific prerequisites must be fulfilled.

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Full Rocketbot Kit, 3 months free

Full Rocketbot bundle for partners		Free initial term
Requirements **Productive license + Orchestrator (2) and Xperience (2)**	**Products**	**Terms**
At least one person must hold a diploma from our Rocketbot Suite Level 1 and Rocketbot Smart Recorder WEB Academy.	1 Production license On premise S + Orchestrator (2) + Xperience (2)	**3 months**
Attend training sessions for Orchestrator and Xperience.		
Ensure that at least one person is BBRE1 certified.		
Ensure that at least one person has access to Slack.		
Attend a commercial session and register any opportunities.		

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Full Rocketbot Kit, 3 months free extension

Full Rocketbot Bundle for Partners			Additional 3-month extension
Requirements	Products	Terms	Terms
Productive license + Orchestrator (2) and Xperience (2)			
At least one person must hold a diploma from our Rocketbot Suite Level 1 and Rocketbot Smart Recorder WEB Academy.	1 Production license On premise S + Orchestrator (2) + Xperience (2)	**3 months**	**Report 4 opportunities with name, number and email of the contact.**
Attend training sessions for Orchestrator and Xperience.			
Ensure that at least one person is BBRE1 certified.			
Ensure that at least one person has access to Slack.			
Attend a commercial session and register any opportunities.			

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Full Rocketbot Kit, 12 months free extension

Full Rocketbot Bundle for Partners	Additional 12 months extension / free option		
Requirements	Products	2nd extension	Requirements for the second extension
Productive license + Orchestrator (2) and Xperience (2)	1 Production license On premise S + Orchestrator (2) + Xperience (2)	**1 year**	**Sales of USD 10,000** **At least one person certified in BBRE2** **+** **Diploma Academy Level 2 Course**
At least one person must hold a diploma from our Rocketbot Suite Level 1 and Rocketbot Smart Recorder WEB Academy.			
Attend training sessions for Orchestrator and Xperience.			
Ensure that at least one person is BBRE1 certified.			
Ensure that at least one person has access to Slack			
Attend a commercial session and register any opportunities.			

ROCKETBOT

Full Rocketbot Kit Extension, 12 months, license purchase option

Full Rocketbot Bundle for Partners	Additional extension 12 months / paid option	
Requirements	Products	Sale Price
Productive license + Orchestrator (2) and Xperience (2)		
At least one person must hold a diploma from our Rocketbot Suite Level 1 and Rocketbot Smart Recorder WEB Academy.	1 Production license On premise S + Orchestrator (2) + Xperience (2)	**50% discount on the license value** **On premise S, Orchestrator (2) and Xperience (2) free of charge**
Attend training sessions for Orchestrator and Xperience.		
Ensure that at least one person is BBRE1 certified.		
Ensure that at least one person has access to Slack		
Attend a commercial session and register any opportunities.		

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Request for Full Rocketbot Demo Kit

- You should send an email to your corresponding PAM (Partner Account Manager) requesting access to the demo kit.
- If you meet the requirements, you will receive an email granting you access for the first three months.
- Any extensions beyond this period will require approval based on meeting the specified requirements and can be requested via email to your PAM.

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Andina region: Jessica Gutiérrez jessica.gutierrez@rocketbot.com

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