

# Partner program benefits

As a partner of Xero you can get free software, training, promotional material, dedicated support and so much more. We're on the same team – it's a true partnership.



| Xero partner points  | 1-24 | 25-74 | 75-299 | 300-999 | 1,000-3999 | 4,000+ |
|--|------|-------|--------|---------|------------|--------|
| <b>Beautiful software to work the way you want</b>                                   |      |       |        |         |            |        |
| Membership of the <a href="#">Xero partner program</a>                               | ✓    | ✓     | ✓      | ✓       | ✓          | ✓      |
| Free subscription to <a href="#">Xero</a> to run your practice                       | ✓    | ✓     | ✓      | ✓       | ✓          | ✓      |
| <a href="#">Xero HQ</a> for managing your practice's client portfolio                | ✓    | ✓     | ✓      | ✓       | ✓          | ✓      |
| <a href="#">Xero Practice Manager</a> to manage work and time                        |      |       | ✓      | ✓       | ✓          | ✓      |
| <a href="#">Xero Workpapers</a> to manage your workpapers online                     |      |       | ✓      | ✓       | ✓          | ✓      |
| <b>Make it easy to serve your clients with the right support and consulting</b>      |      |       |        |         |            |        |
| A dedicated Xero account manager   | ✓    | ✓     | ✓      | ✓       | ✓          | ✓      |
| Contact us anytime: get expert advice 24/7 via <a href="#">Xero support</a>          | ✓    | ✓     | ✓      | ✓       | ✓          | ✓      |
| Access to Xero practice consultants for conversions and technical accounting queries | ✓    | ✓     | ✓      | ✓       | ✓          | ✓      |
| Expert assistance with conversions of 10 to 100+ clients                             |      |       | ✓      | ✓       | ✓          | ✓      |
| Access to implementation support of Xero practice solutions (business plan required) |      |       | ✓      | ✓       | ✓          | ✓      |
| <b>Resources to differentiate and grow your practice</b>                             |      |       |        |         |            |        |
| <a href="#">Xero certification</a> to distinguish yourself and your team             | ✓    | ✓     | ✓      | ✓       | ✓          | ✓      |
| Eligibility for Xero achievement badges/awards                                       | ✓    | ✓     | ✓      | ✓       | ✓          | ✓      |
| Partner marketing toolkit  | ✓    | ✓     | ✓      | ✓       | ✓          | ✓      |

|  |   |         |         |         |         |         |
|--|---|---------|---------|---------|---------|---------|
| Special promotions and discounts   | ✓ | ✓       | ✓       | ✓       | ✓       | ✓       |
| <a href="#">Xero advisor directory</a> listing to help businesses find you | ✓ | ✓       | ✓       | ✓       | ✓       | ✓       |
| Eligibility for funding to promote Xero                                    |   | \$2,000 | \$2,000 | \$2,000 | \$2,000 | \$2,000 |

**Enriched ways to learn**

|   |   |   |   |   |   |   |
|---|---|---|---|---|---|---|
| <a href="#">Xero U online learning centre</a> : videos, webinars, classroom training and guides                       | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| <a href="#">Xero TV</a> for quick, fun videos sharing simple how-to's   | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| <a href="#">Xero Community</a> for sharing advice and experience for support articles, discussions and sharing advice | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Xero feature requests for exchanging ideas and casting votes  | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Invitations to briefings and forums with Xero   | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Access to Xero Accelerate training and coursework   | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Earn CPE/CEU credits while learning Xero  | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |

**Extra value to pass to your clients**

|  |     |     |     |     |     |
|--|-----|-----|-----|-----|-----|
| Receive discounts on <a href="#">Xero subscriptions</a> .<br>Conditions apply – see the <a href="#">Xero Partner Agreement</a> . | 15% | 20% | 25% | 30% | 30% |
|--|-----|-----|-----|-----|-----|

Discounts don't apply to Xero Cashbook or Xero Ledger.  
Discounts start with your second business edition subscription.



**Additional rewards for partners with Xero Champion distinction**

|  |   |   |   |   |   |
|--|---|---|---|---|---|
| Xero champion designation on our advisor directory         | ✓ | ✓ | ✓ | ✓ | ✓ |
| Premium advisor directory listing on xero.com              | ✓ | ✓ | ✓ | ✓ | ✓ |
| Placements on additional Xero pages highlighting your firm | ✓ | ✓ | ✓ | ✓ | ✓ |
| Introduction to Xero businesses without advisors           |   | ✓ | ✓ | ✓ | ✓ |
| Opportunities to co-develop content featured by Xero       |   | ✓ | ✓ | ✓ | ✓ |