



Power your growth with the Akamai Partner Program

Why partner with Akamai?

Because together, we're stronger

Why choose Akamai?

For starters, we are the world's most distributed compute platform, from cloud to edge. We can boast over 4000 PoPs across the globe and we have 1330 networks in 134 countries.

We're trusted by the world's leading brands too, including:

1/2 Over half of all Fortune 500 companies

68 of the world's largest OTT services

500+ banks worldwide



Ultimately, it boils down to three pillars.



First, **growth**. Specifically, your growth. Unlock more profit by generating, identifying, and qualifying new sales opportunities. Generate new revenue streams through services and support offerings to your customers.



Second, **predictability**. We know you want to focus your energies on the things that matter. Benefit from predictable pricing, discounts, rebates, and much more. And you can focus on what you do best – delivering value to your customers.



Last, **trust** means something to us. You can feel confident in our comprehensive industry-leading delivery, security, and compute solutions.

Get rewarded

Our incentive program is competitive. In lockstep with your goals, it'll enable you to:



Make your business stand out

By advancing your expertise with our training, certifications, and badges



Better market your business and generate demand

Using our campaign builder and co-branding tools



Amplify the profitability of your business

Thanks to product discounts and sales rebates



Unlock new revenue

With service and support opportunities

The Akamai Partner Program (APP)

Our program offers four levels, designed to provide incremental discounts and benefits alongside the critical support you need:

Partner Delivers		Registered	Select	Premier	Elite
Annual Revenue			>\$250k	>\$2M	>\$4M
Net Monthly Recurring Revenue			>\$7k	>\$50k	>\$100k
Minimum Certified Staff			3	6	9
Business Plan			✓	✓	✓
Partner Benefits		Registered	Select	Premier	Elite
Sales	Pricing Discounts	Up to 15%	Up to 30%	Up to 35%	Up to 40%
	Additional DR Pricing Discount	Up to 15%	Up to 15%	Up to 15%	Up to 15%
	New Customer Rebate		Max 15%	Max 15%	Max 15%
	Deal Reg Protection	✓	✓	✓	✓
Marketing	Akamai Campaign Builder	✓	✓	✓	✓
	Co-marketing Opportunities	✓	✓	✓	✓
	Partner Summit	✓	✓	✓	✓
	Development Funds		✓	✓	✓
	Profile in Akamai's Partner Directory		✓	✓	✓
	Digital Badges		✓	✓	✓
	Dedicated Partner Marketing Support			✓	✓
Technical	Basic Product Training	✓	✓	✓	✓
	Sales Enablement Kits	✓	✓	✓	✓
	Advanced Product Training		✓	✓	✓
	Implementation Training		✓	✓	✓
Relationship Management	Partner Portal	✓	✓	✓	✓
	Akamai University	✓	✓	✓	✓
	Partner Account Executive		✓	✓	✓
	Executive Sponsor				✓

Power your growth

Want to find out more about partnering with us?

For more information please visit akamai.com/partners

akamai.com