

The Power of Partnership

Get your customers to the cloud.
Improve your bottom line.

The NICE CXone Partner Program helps you strengthen key relationships while realizing more profits. Keep your customer base growing and take advantage of NICE CXone's lead generation programs, strategic assistance, Market Development Funds (MDF) and more.

HOW DO PARTNERS PROFIT?

NICE CXone partners can collect from several revenue channels beyond initial cloud solution sales, including:

- Perpetual income, professional services and other software sales opportunities
- Installations / Implementations
- Related Customer-Provided Equipment (CPE) such as phones, headsets and more

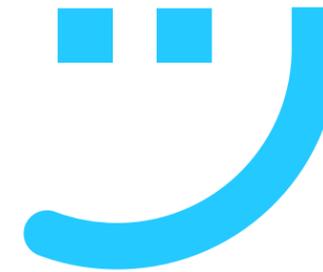
HOW DOES NICE CXone SUPPORT PARTNER OPPORTUNITIES?

NICE CXone has three unique models of partnership. But unlike many solutions providers, we don't limit our partners' activity to any one model. Partners are free to sell under any / all NICE CXone models, and many have customers in all three segments.

WHY NICE CXone?

NICE CXone is the only cloud contact center provider in the market with its own native AI engine, helping to make smarter connections and more enriching engagements for customers. CXone delivers robust contact center capabilities including workforce management (WFM), workforce engagement (WEM), quality management (QM) and analytics complemented by core capabilities such as automatic call distributor (ACD) and interactive voice recognition (IVR)—all available globally through an expansive global open cloud foundation.

NICE CXone also embraces the partner and developer community with APIs, Plug-ins and SDKs to arm you with the solutions you need. From Salesforce apps to Oracle CRM integrations, our experience across the enterprise is unmatched.



- > Learn more
- > Talk to a specialist
1-866-965-7227
- > Contact us

KEY FEATURES

- Industry-leading commissions and margins, including regular annuity income
- You own the relationship. Partners have the ability to bill their customer directly.
- White label programs available for qualified partners
- Support: Dedicated Partner Managers to assist in business development for sales and marketing
- Access to programs and funds: Participate in Marketing Development Programs and lead generation campaigns utilizing NICE CXone campaign assets
- Partner portal: Access white papers, co-branded sales materials, industry data sheets, videos and more
- Training and demonstrations: Whether it's meeting in person, virtual classrooms or webinars, we'll help you become NICE CXone solution savvy.
- Customer upstreaming: As your customer grows, so does your ability to move them into a more suitable partner model.

	Delivered	Shared	Connected
Discounted Buy Rates on CXone Products	●	●	
Partner Owns the Relationship	●	●	
Ability to White Label or Co-brand Products	●	●	
Partner Provides Level 1 & Level 2 Support	●		
NICE CXone Provides All Support		●	●
NICE CXone Monthly Referral Commissions		●	●
NICE CXone Manages Implementation		●	●

About NICE

With NICE (Nasdaq: NICE), it's never been easier for organizations of all sizes around the globe to create extraordinary customer experiences while meeting key business metrics. Featuring the world's #1 cloud native customer experience platform, CXone, NICE is a worldwide leader in AI-powered self-service and agent-assisted CX software for the contact center—and beyond. Over 25,000 organizations in more than 150 countries, including over 85 of the Fortune 100 companies, partner with NICE to transform—and elevate—every customer interaction.

www.nice.com

Waterfront Corporate Center III
221 River St, 10th & 11th Floors
Hoboken, New Jersey 07030

- > Visit nice.com
- > Contact us
www.nice.com/contact-us

Copyright © 2022, NICE Ltd. All rights reserved.