



# Dropbox Technology Partner Program

The Dropbox Technology Partner Program consists of three program tiers with a variety of benefits to help develop, market, and grow your Dropbox integration. Please find a list of program benefits and requirements below.

## Program Benefits

	Platform	Premier	Strategic
<b>Develop</b>			
Dropbox APIs/SDKs	✓	✓	✓
Dropbox Business Sandbox Accounts	Developer Account [5 seats]	Developer Account [5 seats] QA Account [10 seats] Staging Account [1,000 seats]	Developer Account [10 seats] QA Account [20 seats] Staging Account [10,000 seats]
Dropbox Business Accounts for Sales Demos		10 Sales Demo Accounts [5 seats each]	20 Sales Demo Accounts [5 seats each]
Early APIs and Product Features		By Invitation	By Invitation
Technical Communications	✓	✓	✓
Dropbox Developer Events	By Invitation	By Invitation	By Invitation
Developer Support	Developer Support Form	Technical Support Email Alias	Dedicated Technical Support Representative

	Platform	Premier	Strategic
<b>Market</b>			
Official Dropbox Partner Tier Badge	✓	✓	✓
Presence on Dropbox App Showcase <a href="https://www.dropbox.com/app-integrations">https://www.dropbox.com/app-integrations</a>	Logo Presence Linkback to Partner Website	Dedicated Page Logo, Description, Visuals, Linkback to Partner Website	Dedicated Page Logo, Description, Visuals, Linkback to Partner Website <b>*Priority Placement*</b> <sup>1</sup>
Marketing Materials and Templates	✓	✓	✓
Custom Go-To-Market Plan			✓
Dropbox-Created Integration Demo Video			✓
Dropbox Marketing Opportunities (eligibility for inclusion):		✓	✓
<ul style="list-style-type: none"> <li>Digital Marketing Campaigns</li> <li>Press Releases and Media Outreach</li> <li>Field Marketing Programs</li> </ul>			
In-Product App Promotion to Dropbox Customers*		Eligible	✓

	Platform	Premier	Strategic
<b>Grow</b>			
Sales Opportunities:		By Invitation	By Invitation
<ul style="list-style-type: none"> <li>Inclusion in Dropbox Sales Enablement</li> <li>Present to Dropbox Sales Team</li> </ul>			
Lead Referral Program <sup>2</sup>	✓	✓	✓
Partner Program Support	Program Email	Assigned Partner Manager	Assigned Partner Manager
Program Newsletters & Communications	✓	✓	✓
Business Review		Annual	Quarterly

<sup>1</sup> Placement is subject to Dropbox's discretion.

<sup>2</sup> Requires separate agreement.

\* Benefit coming soon.

## Program Requirements

To be considered for the Dropbox Technology Partner Program, applicants must meet the following requirements:

	Platform	Premier	Strategic (invitation only)
<b>Upon Application</b>			
Dropbox Production Approved App <sup>3</sup>	✓	✓	✓
Applicant's Minimum User Base <sup>4</sup>	100,000 users	1,000,000 users	100,000,000 users
Industry Recognition <sup>5</sup>	Industry disrupter or innovator	Category leader	Globally-recognized industry leader

## Once Approved

Acceptance of Dropbox Technology Program Terms	✓	✓	✓
Completion of Program Onboarding Tasks	✓	✓	✓
Partner Support for Inclusion in Dropbox Marketing Campaigns	✓	✓	✓
Collaboration on Joint Integration Sales and Marketing Content	✓	✓	✓
Proof of Partner-Led Marketing Initiatives Promoting Joint Integration <sup>6</sup>	1/yr	1/yr	Ongoing

<sup>3</sup> App must pass Dropbox's Production Status. For more information on obtaining Production Status approval, please visit the [DBX Platform Developer Guide](#).

<sup>4</sup> Applicant's total customers or user base, not exclusive to Dropbox users.

<sup>5</sup> Categorization is subject to Dropbox's determination based on Dropbox's review.

<sup>6</sup> Can include, but not limited to, a press release, a blog, a social media post, a webinar, or an email to partner's user base.

Criteria listed is minimum for qualification and does not guarantee acceptance into the program or a particular tier. Dropbox reserves the right to approve or deny applicants at its discretion.