

# InterSystems Partner Program



**A Guide to Partner Types and the Advantages  
of Joining the InterSystems Partner Community**



## Introduction

At InterSystems, we know better data drives better decisions, better care, and better outcomes. From advancing healthcare systems to enabling global finance, logistics, and governments, our technology is relied upon in industries where performance and trust are paramount.

With insight and innovation, InterSystems Partners ensure that our technology delivers its greatest value in real-world settings. Their expertise, combined with our ability to transform data into intelligent, interoperable solutions, ensures that organizations not only meet today's challenges, but are already ready for tomorrow's opportunities.

## Why Partner with InterSystems?

By joining the InterSystems Partner Program, you'll gain access to an ecosystem built to help you thrive, where customers can discover the right Partners, and Partners can differentiate based on verified performance.

- **Grow your business** by bringing best-in-class InterSystems products and solutions to new customers and markets.
- **Stand out with Competencies**, a measure of experience based on real world deliveries, that highlight your strengths and proven customer impact.
- **Deliver more value** to your clients with technology designed for speed, scale, and resilience.

Our program creates more opportunities for partners to grow, better connects customers with the experience and skills they need, and ensures every partnership delivers measurable value. Whether a boutique consultancy or global integrator, we'll deliver outcomes that transform industries and improve lives together.

InterSystems offers six partnership types: Implementation, System Integration, Procurement, Solution, Technology, and Cloud. Implementation Partners and System Integration Partners participate in a tiered program with associated benefits and requirements, while Procurement, Solution, Technology, and Cloud Partners are not tiered within the Partner Program and do not have partner-specific benefits or requirements.

## Partner Types

### Implementation

**Implementation Partners (IP)** focus on delivering hands-on, high-quality professional services to InterSystems customers. They're expected to maintain a bench of well-trained, experienced, and knowledgeable InterSystems experts. IPs engage with existing InterSystems customers and in some cases, have agreements allowing them to resell specific InterSystems technology.

A valued Implementation Partner effectively applies InterSystems technology with an ongoing commitment to learning and professional development. They utilize supplemental resources like Documentation and the Developer Community to ensure they have the latest updates on products, features, and releases, and proactively build expertise through training. By combining up-to-date knowledge with proficiency proved through Competencies, Implementation Partners ensure they can deliver effective, reliable implementations for customers.

Implementation Partners are placed into tiers with benefits and requirements in the Partner Program.

### System Integration

**System Integration Partners (SI)** act as prime contractors on a project, aligning multiple vendors and technologies into a cohesive whole. By shaping solution strategy and orchestrating complex implementations, SIs often act as trusted advisors to buyers and are well-positioned to advocate for InterSystems in new opportunities.

A successful SI Partner has a thorough understanding of the value propositions and competitive advantages of our offerings and leverages this knowledge to identify new opportunities where InterSystems technology will provide clear value to the client. Supported by a close relationship with an InterSystems account team and access to enablement resources, an SI Partner will help drive cross-functional and cross-organizational collaboration to win new business together.

Like Implementation Partners, System Integration Partners are tiered within the Partner Program.

### Procurement

**Procurement Partners** negotiate and maintain various procurement vehicles with public sector entities. These partners serve as the contracting layer between InterSystems and governments. Procurement Partners are listed on the InterSystems Partner Directory but are not tiered within the Partner Program, and do not have tier-associated benefits or requirements.



## Solution

**Solution Partners** sell applications or technology-enabled solutions and services built on InterSystems technology. These partners engage directly with their InterSystems account executive and team. Solution Partners are listed on the InterSystems Partner Directory but are not tiered within the Partner Program, and do not have tier-associated requirements or benefits.

## Technology

**Technology Partners** provide complementary technology including platforms, components, products, and tools in a wide range of areas such as AI, operating systems, virtualization, compute, storage, backup, and more. Technology Partners are listed on the InterSystems Partner Directory but are not tiered within the Partner Program, and do not have tier-associated requirements or benefits.

## Cloud

**Cloud Partners** provide global access to InterSystems data platforms and solutions through multiple cloud provider marketplaces. InterSystems customers can also rapidly deploy our technology on the cloud platform of their choice. Cloud Partners are listed on the InterSystems Partner Directory but are not tiered within the Partner Program, and do not have tier-associated requirements or benefits.

## Competencies

**Competencies** are a key element of the InterSystems Partner Program. They are earned on a per-product basis when the Partner has delivered the product four separate times. For a selection of products, certain certification exams can be substituted for up to three customer deliveries. More information on qualifying exams is available in the [Partner Portal](#).

Partners can earn up to 17 Competencies covering the majority of the InterSystems portfolio:

- InterSystems IRIS®
- InterSystems IRIS® for Health
- InterSystems Health Connect
- InterSystems Health Connect Cloud™
- HealthShare Unified Care Record®
- InterSystems EMPI™
- InterSystems Provider Directory
- InterSystems Health Insight
- InterSystems Data Studio™
- InterSystems Health Gateway
- InterSystems Payer Services
- InterSystems Care Community™
- InterSystems Personal Community
- InterSystems Supply Chain Orchestrator™
- InterSystems IRIS Adaptive Analytics
- InterSystems OMOP
- InterSystems FHIR Server

Partners are encouraged to submit a project as soon as it is completed, or, if the customer has retained the partner for ongoing/long-term support, once they have reached six months of service with that particular customer.

Only customer engagements within a rolling 36-month period are counted to ensure that Partners have experience with the most recent versions of InterSystems offerings.

## Certifications

Partners with certified staff members will receive a badge on their company's Partner Directory profile that indicates the number of employees (within bands of 1-4, 5-9, and 10+) holding a particular certification. The Partner must have a minimum of one employee holding an active certification in order to receive a certification badge. Please note that all individual certifications expire after 5 years.

## Tiers

Implementation Partners and System Integration Partners are placed into one of four tiers: **Registered, Select, Premier, and Elite.**

The Registered Tier is designed for partners who are beginning to build their InterSystems practice. This includes organizations who are new to the Partner Program as well as those who have worked with a small number of customers or possess limited certifications.

The Select, Premier, and Elite tiers—with Elite being the highest—are for partners who demonstrate progressively deeper expertise, a proven record of customer success, and broader solution capabilities.

## Implementation Partner Requirements and Benefits

The most critical element of the Implementation Partner Program is encouraging and providing continuous training so that they achieve the highest levels of technical proficiency. While some IPs have the desire and opportunities to resell, we do not expect that all IPs must do so. The primary value of a strong IP is their ability to deliver high-quality professional services to customers.



## Requirements

Implementation Partners must fulfill various qualifying activities to be placed in a given tier:

	Registered	Select	Premier	Elite
Competencies	n/a	1	3	5
Registered Qualified Opportunities	n/a	n/a	n/a	2
ACV InterSystems Products	n/a	n/a	n/a	\$*
Listing on Partner Directory	yes	yes	yes	yes
InterSystems logo on website	n/a	yes	yes	yes

\*Please contact your InterSystems representative for further details on ACV

As displayed above, the Elite tier includes ACV (Annual Contract Value) and Registered Qualified Opportunity requirements. These requirements recognize the natural influence that strong IPs have in driving meaningful growth. When a partner possesses the technical expertise associated with the Elite tier Competency requirements, they often become trusted advisors to their customers. Because of the depth and breadth of their knowledge and the strength of these relationships, opportunities to recommend InterSystems platforms and solutions tend to emerge organically.

## Benefits

Implementation Partners are entitled to the following benefits associated with their assigned tier:

	Registered	Select	Premier	Elite
Software	Community Edition	evaluation license for internal use	evaluation license for internal use	evaluation license for customer use
Classroom training	n/a	free classroom training	free classroom training	free classroom training
Online learning content	yes	yes	yes	yes
Certification	20% discount on exams	3 free exams 30% discount on add'l	6 free exams 40% discount on add'l	9 free exams 50% discount on add'l
Support	n/a	WRC access	annual session with SE or PM	quarterly session with SE or PM
Marketing	Partner Directory Listing	Partner Directory Listing	Partner Directory Listing	Partner Directory Listing

## System Integration Partner Requirements and Benefits

Given their strategic influence and advisory roles, System Integration Partners have the potential to drive significant sales impact. Our program is designed to support SI growth through onboarding, enablement, and incentivization.

### Requirements

System Integration Partners must fulfill various qualifying activities to be placed in a given tier:

	Registered	Select	Premier	Elite
Completed Partner Profile	n/a	yes	yes	yes
Registered Qualified Opportunities	1	2	3-5	> 5
ACV InterSystems Products*	n/a	\$	\$\$	\$\$\$
Minimum trained staff	n/a	1	3	5
Customer evidence	n/a	1	2	> 2
Mutual success plan	n/a	yes	yes	yes
Listing on Partner Directory	yes	yes	yes	yes
InterSystems logo on website	n/a	yes	yes	yes

\*Please contact your InterSystems representative for further details on ACV

Registered Qualified Opportunities are submitted through the Partner Portal (“Opportunity Registration” tool). The InterSystems Business Partner(s) will determine whether an opportunity is qualified or unqualified.

Minimum trained staff means the number of employees with an active certification or who have completed an InterSystems in-person or virtual live classroom training course within the past year.

Mutual success plans are jointly written between the InterSystems sales team (with executive-level approval) and the Partner regarding a strategy for winning new business together.

## Benefits

System Integration Partners are entitled to the following benefits associated with their tier:

	Registered	Select	Premier	Elite
Software	Community Edition	evaluation license for internal use	evaluation license for internal use	evaluation license for customer use
Guided learning paths	yes	yes	yes	yes
Invitation to Annual SI Partner Meeting at READY	yes	yes	yes	yes
Financial incentives *	n/a	+	++	+++
Online learning content	yes	yes	yes	yes
Training and certification	20% discount on certification exams	free classroom training, 3 free exams, 30% discount on add'l	free classroom training, 6 free exams, 40% discount on add'l	free classroom training, 9 free exams, 50% discount on add'l
Early access to new products/features	n/a	yes	yes	yes
Access to product playbooks and GTM materials	n/a	yes	yes	yes
SI partner badge on Partner Directory	n/a	yes	yes	yes

\*Please contact your InterSystems representative for further details on financial incentives.

For more details, please contact:

[partner.program@intersystems.com](mailto:partner.program@intersystems.com)

## The InterSystems Advantage

The InterSystems Partner Program is built on a simple principle: **stronger partnerships create stronger outcomes**. By combining InterSystems technology with partners' expertise, we enable customers to solve complex challenges with solutions that are reliable, scalable, and ready for the future.

As a partner, you join a community of innovators committed to delivering real-world results. With resources to help you deepen skills, demonstrate strengths, and expand into new markets, the program is designed to support growth and ensure engagements deliver meaningful value.

We measure success by the long-term trust we build with customers and partners alike, and your contribution is integral to helping organizations achieve lasting success.

Choosing to partner with InterSystems means aligning with our commitment to performance, resilience, and innovation across industries where reliability matters most. Together, we can turn data into insight, challenges into opportunities, and partnerships into outcomes that make a difference.

## Learn More

To explore partnership opportunities with InterSystems, please contact [partner.program@intersystems.com](mailto:partner.program@intersystems.com) or your InterSystems representative. Our team will guide you through the next steps to join the program, align on objectives, and establish a foundation for long term success. If you're ready to apply, please visit the [InterSystems Partner Portal](#).

