TIBCO Partner Program

An entire ecosystem designed for delivering high-value solutions and customer success

Partnering with TIBCO

We are committed to empowering our Partners to develop and deliver transformative solutions and unparalleled customer success and satisfaction.

The 2025/2026 TIBCO Partner Program centers around three key pillars: fostering retention & growth, driving adoption, and delivering cutting-edge services to our customers. Our goal continues to be to create a simplified experience for our Partners and customers while focusing on delivering high-value and customer experiences.

This Program Guide covers the TIBCO and Information Builders (ibi) Business Units of Cloud Software Group, Inc. and their respective Products. All references to TIBCO are inclusive of ibi and EBX.

The authorized Territory for a Partner who participated in the 2024 TIBCO Partner Program shall remain unchanged.

Territory

A Partner's authorized Territory is defined as the country in which the Partner's primary business location is registered with TIBCO. If the Partner's primary business location country is in the United States or Canada, the Territory shall include both US and Canada. If Partner's primary business location country is within the European Economic Area (EEA), the Territory shall include the EEA plus Switzerland and the United Kingdom. In such cases, partners may not market or sell Products and associated services outside the EEA. The following countries are not part of any authorized Territory (excluded countries):

- In these territories TIBCO operates through exclusive Partners

  Eastern Europe - Albania, Bosnia and Herzegovina, Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Greece, Hungary, Kosovo, Latvia, Lithuania, Montenegro, North Macedonia, Poland, Romania, Serbia, Slovakia, Slovenia

  Middle East & North Africa - Afghanistan, Turkey, West Sahara, Yemen, Libya, Algeria, Bahrain, Egypt, Iraq, Jordan, Kuwait, Lebanon, Morocco, Oman, Qatar, Saudi Arabia, Tunisia, United Arab Emirates

  Sub-Saharan Africa: - Angola, Benin, Botswana, Burkina Faso, Burundi, Cape Verde, Central African Republic, Chad, Comoros, Democratic Republic of Congo, Republic of Congo, Ivory Coast, Djibouti, Equatorial Guinea, Eritrea, Eswatini, Ethiopia, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Kenya, Lesotho, Liberia, Madagascar, Malawi, Mauritania, Mauritius, Mayotte, Mozambique, Namibia, Niger, Nigeria, Reunion, Saint Helena, Seychelles, Sierra Leone, Somalia, Tanzania, Togo, Uganda, Zambia, Zimbabwe, South Sudan, Sudan, Sao Tome and Principe, South Africa, Cameroon, Mali, Rwanda, Senegal

  India, Pakistan
- Any embargoed or sanctioned countries/regions, by sanctioned or restricted persons, or for prohibited end-uses under U.S. law
- China, Macau and Hong Kong

If a Partner wants to operate in a region different from its Territory, the Partner needs to provide a written communication with explanation how they intend to operate in that region. TIBCO will evaluate the request and will provide a response in writing.

Affiliates are permitted to participate under the MPA and Addenda.

Cloud Software Group, Inc. Confidential and Proprietary Information

Why Partner with TIBCO

Align with a Market Leader

Pair with a real-time data leader who runs critical digital infrastructure for the world's largest businesses with industrial strength solutions.

Differentiate Value Add

Market your ability to deliver a highly differentiated solution to thousands of TIBCO customers using certified resources.

Build a Self-funding, High-growth Business

Reap the financial reward of TIBCO branding, sustained engagements through referral, and a healthy ratio of software and services.

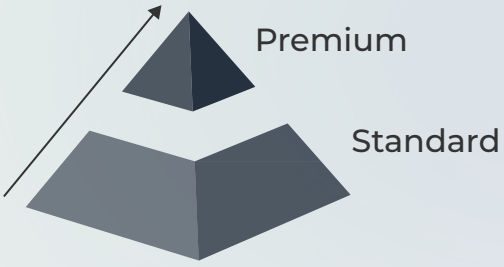
Accelerate and Maximize ROI

Leverage TIBCO Partner Program benefits to rapidly train, certify, and speed time to value.

Program Structure

Partner Tiers

TIBCO Partner Program categorizes Partners into Tiers based on sales performance as well as competency and engagement qualifications, as outlined in the program Requirements included in this Program Guide.



The program consists of two Tiers—Standard, and Premium. Program Requirements and Benefits are specific to each Tier. Partners are expected to begin their TIBCO journey in the Standard Tier.

Program Benefits

The program offers opportunities for Partners to cultivate expertise and increase their capabilities to deliver TIBCO services and optimize customer satisfaction. Expanding your TIBCO knowledge and capabilities unlocks opportunities to deliver high value solutions to key TIBCO customers.

Upon successful application and admittance into the TIBCO Partner Program, Partners gain access to a range of Benefits and resources relating to technical development, sales, and relationships.

Cloud Software Group, Inc. Confidential and Proprietary Information

Other Benefits Overview

Other Benefits	Standard	Premium
Partner directory listing	✓	✓
Technology Advisory and Support	✓	✓

Technical	Standard	Premium
Demonstration license access*	✓	✓
Learning center	✓	✓
Instructor-led training	✓	✓
TIBCO training enablement	✓	✓

Relationship	Standard	Premium
Annual joint business plan	*by invitation*	✓
Quarterly business reviews	*by invitation*	✓

All Benefits are based on Partner's assigned Tiers and availability and are subject to change in TIBCO's sole discretion.

* Subject to the Agreement and provided Partner is in good standing, Partners may be granted Demonstration License access to TIBCO Products. Demonstration License access is granted for the period ending the earlier of 90-days or the conclusion of the current TIBCO Partner Program membership term.

Cloud Software Group, Inc. Confidential and Proprietary Information

Program Requirements

The TIBCO Partner Program is a program running from execution of the Master Partner Agreement to February 28, 2027. Partner performance will be reviewed annually (or at TIBCO's discretion) based on the following core Requirements:

- Partner Services Business related to new projects
- Partner sourced approved pipeline
- # of resources certified & enabled

TIBCO Partner Program Requirements Overview

#	Success Metric
1	Partner Services Business related to new projects
2	Partner Sourced approved pipeline
3	# Resources certified

Partners will have access to eLearning and must complete the Partner enablement learning path.

Partners can choose from these certifications: https://www.tibco.com/services/education/certification

Partners must meet the Requirements of the Partner Program to remain eligible for their current Tier. Transactions routed through Distributors do not count towards the attainment of the Requirements set forth above. Only transactions placed directly with TIBCO and its Affiliates under this Partner Program shall apply to attainment of the Requirements.

Partner Requirements

The sales requirements for service delivery revenue on new projects and partner sourced approved pipeline outlined above are based on the the minimum total required to retain an assigned tier. These Requirements apply to all Partners except for Distributors. Partners are expected to successfully manage deals through the entire pre-sales phase independently, without relying on technical support from TIBCO.

Partner must maintain at all times the minimum number of certified employees for its assigned Tier.

If a Partner attains all the minimum Requirements for a higher Tier during the program year, they are only eligible to move to that Tier at the beginning of the following program year.

Cloud Software Group, Inc. Confidential and Proprietary Information

Partner Annual Acceptance Process

TIBCO Partner Program application process

Contact us at www.tibco.com/partners to enrol in the TIBCO Partner Program. We will send you a link to complete the application process. A Partner must be approved by TIBCO and go through a due diligence process to be accepted into the TIBCO Partner Program.

TIBCO Partner Help Desk

Contact the TIBCO Partner Help Desk for questions regarding the TIBCO Partner Program, Partner opportunities, or information on the TIBCO Product Portfolio.

Partner Help Desk email: partners@tibco.com

Legal Notice

This Program Guide for the TIBCO Partner Program is incorporated into and forms a part of your Partner Agreement ("Partner Agreement").

- If this Program Guide conflicts with the Partner Agreement, this Program Guide takes precedence solely for the matters addressed herein unless otherwise expressly agreed in writing by Cloud Software Group, Inc. ("Company") and its Affiliates.
- This Program Guide replaces all prior versions of the TIBCO Partner Program Guide and may be modified by Company and/or its Affiliates from time to time. Unless Partner provides notice of termination in accordance with the Partner Agreement, Partner shall be deemed to have accepted all changes and modifications made to the Program Guide as of the Program Guide Effective Date.
- TIBCO Partner Program Benefits and Requirements are applied based on the country in which the Partner is located.
- Partner is responsible for monitoring and keeping up-to-date with respect to the content of this Program Guide as made available to Partner or on the Partner Portal at www.tibco.com/partners. Partner will be deemed to have received written notice of any changes at the time they are posted to the Partner Portal.
- Company reserves the right to administer the TIBCO Partner Program and to interpret and enforce the Partner Program Requirements at its discretion.
- All capitalized terms not defined in this Program Guide are as defined in the Partner Agreement and if not otherwise defined are as defined in the current Master Partner Agreement ("MPA") or End User Agreement ("EUA").

Contact us by email partners@tibco.com

TIBCO Software

a business unit of

Cloud Software Group Holdings, Inc.

www.tibco.com

About TIBCO

TIBCO has helped global enterprises solve their most complex business challenges with mission-critical solutions for over 25 years. Today, the TIBCO® Platform delivers industrial-strength capabilities that meet the highest performance, throughput, reliability, and scalability needs – while offering a wide range of technology and deployment options to deliver real-time data wherever and whenever it's needed most. Learn how solutions to our customers' most critical business challenges are made possible by TIBCO at www.tibco.com.

© Cloud Software Group. All rights reserved. TIBCO and the TIBCO logo are trademarks or registered trademarks of Cloud Software Group. or its subsidiaries in the United States and/or other countries.