



# NI Alliance Partner Network

## Alliance Partner Levels and Requirements

With sponsorship from NI, all partners enter into the program with clearly defined business goals and strategies. Levels categorize partners based on measurable geographical and company related factors.

Partners reach different levels based on their organization's ability to fulfill certain requirements.

Alliance Partner Network Levels				
	Expertise Broad to Specific Focus	Company Number of Employees	Geography Global to Single Locations	LabVIEW Certification Number of Developers and Architects
Platinum				
Gold				
Silver				
Alliance				

Level Requirements				
	Alliance	Silver	Gold	Platinum
Maintain sponsorship from an NI employee	✓	✓	✓	✓
Exhibit expertise in selecting and recommending NI products	✓	✓	✓	✓
Pay annual membership fee by purchasing the NI Alliance Partner Software (APS) lease	✓	✓	✓	✓
Demonstrate in-depth knowledge of NI products for relevant applications and industries	✓	✓	✓	✓
Have Certified LabVIEW Developers (CLD) or Architects (CLA) on staff		✓	✓	✓
Establish and maintain high-level NI product sales through partner influence		✓	✓	✓
Provide customer references for add-on products and system integration projects			✓	✓
Demonstrate the financial security and resources necessary to meet commitments			✓	✓
Pass a CSIA audit of system integration business practices				✓