

Resources and Links for New Registered Partners



Welcome to the Denodo Partner Program!

RESOURCES

[Partner Program Guide](#)

[Partner Training & Certification Guide](#)

[Denodo Partner Portal](#)

- [Request Access](#)
- [Deal Registration*](#)

[Partner Welcome Packet](#)



NEXT STEPS (REQUIRED FOR FOUNDATION TIER)

Business Sales Ready (2 courses)

Recommended for all individuals working with Denodo

- [Introduction to Denodo*](#) - Understand who we are and what we offer, our market position, products and service offerings, and key resource materials for use in the field. (Approx. 1.5 hours)
- [Positioning Denodo*](#) - Confidently present Denodo by understanding our value proposition, competitive landscape, key differentiators, and guidance on using official slides. (Approx. 1 hour)

Technical Sales Ready (1 course + 1 certification)

Recommended for technical roles

- [Logical Data Management for Architects*](#) - Denodo Platform architectural patterns and best practices for performance optimization, data services governance, scalability, and operation. (Approx. 12 hours)
- [Certified Architect Associate Exam*](#) - Based on the Denodo Platform within a broader information architecture; 35 multiple-choice questions (min. score 72% to pass; approx. 1 hour)
 - [Download the Exam Guide](#)

TOOLKITS, LAUNCHPAD, AND POSITIONING DENODO

Toolkits*

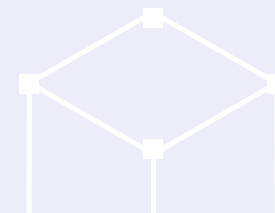
- Business Sales: Partner battlecards, corporate slides, official messaging, sales guides, ROI tools, and customer case studies
- Technical Sales: Architecture diagrams, FAQs, handbooks and manuals, community resources

Partner Launchpad*

Logos and Branding*



*Partner portal login required



© 2026 Denodo Technologies

