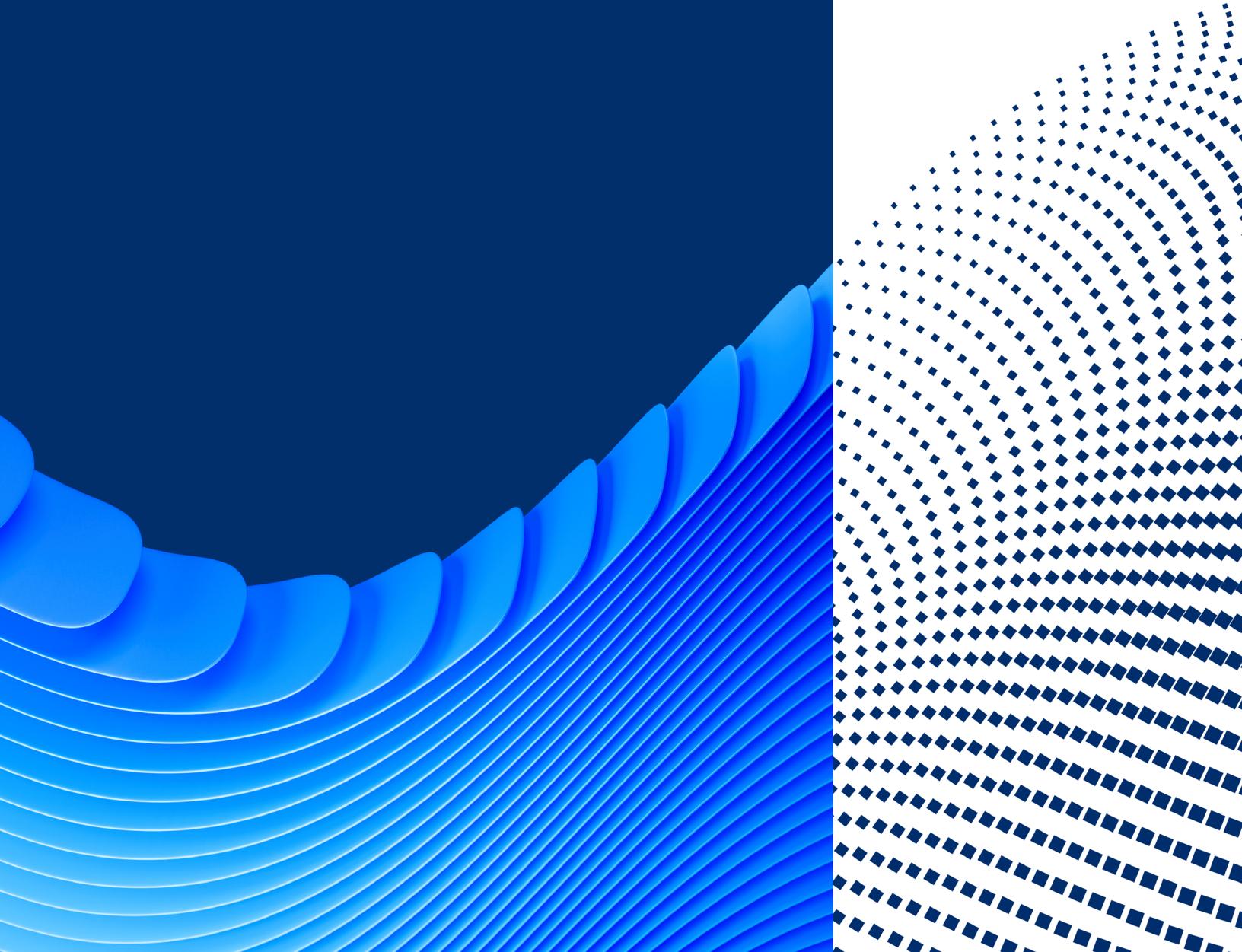


GUIDE

Reseller Program



Program Overview

This Guide describes the key elements of Akamai Partner Connect for Resellers including benefits, requirements, roles and responsibilities, and where to find more detailed information. Please refer to the Resources section for Definitions and list of Referenced Documents.

Changes and additions to the Partner program are periodically made and may not be reflected in the version of the Guide the Partner was provided with before it became a Partner. Corrections will be incorporated in new editions of the publication. The Partner will be notified within thirty (30) days of any changes via the Partner Portal and the changes and/or additions will be included in an update of the Guide.

This Guide is subject to the confidentiality obligations between the parties and may not be distributed or disclosed to any third party without Akamai's prior written consent. The failure of Akamai to insist upon strict adherence to any term of this Guide on any occasion shall not be considered a waiver of Akamai's rights or deprive Akamai of the right thereafter to insist upon strict adherence to that term or any other term of the Guide or Partner's Framework Agreement.

Program Levels

The program offers three Levels that provide incremental benefits and support: Select, Premier, and Elite. To account for market maturity and regional dynamics, our program utilizes geo-tiering, where minimum financial thresholds vary by region. The four designated geographies – North America, LATAM, EMEA, and APJ – each have tailored thresholds to ensure fair and achievable criteria based on local market conditions.



At-a-Glance

Akamai Partner Connect | Reseller Benefits

Benefits	Elite	Premier	Select
Deal Registration Discount	\$\$\$	\$\$	\$
Additional Discounts (NC DR only)	+5% (API Sec + Guardicore only)		
Partner SPIFFs: GC and API Sec	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Rebate Eligibility (NC DR)	Min 12-month deals (exclusions apply)		
Cloud Compute – Discounts	Discount based on annual Akamai Cloud revenue		
Cloud Compute – Usage Grant / PoC Credit	Up to \$5K per opportunity		
Cloud Compute – Migration Funds	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Proposal-Based MDF	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Partner Directory Placement	Featured	Priority	Standard
Campaign Builder	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Co-Marketing (Co-Authored Blog, Channel Champions Podcast, Social Media Amplification)	<input checked="" type="checkbox"/>	Sponsored	
Akamai Test Account (Sandbox)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Partner SE Central (Demos and Customer Reports)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Marketplace (PoCs and Emergency Orders)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Product Tech Support Community / TechDocs	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Self-Paced Training + Digital Badges	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Ask An Expert	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Sponsored
Virtual Instructor-Led Training	<input checked="" type="checkbox"/>		
Day-2 Operations	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Partner Advisory Boards	<input checked="" type="checkbox"/>	Sponsored	
Executive Sponsor	<input checked="" type="checkbox"/>		

Requirements and Assigned Staff



Success Plan



Revenue Thresholds



Assigned Staff

Partner Success Plan

Partners are required to define their success with Akamai by submitting an annual Success Plan, which will outline Partner's key growth objectives and commitments. The plan needs to be mutually agreed upon with Akamai and should include:

- **Focus Areas** – Which Akamai solutions and services the Partner will specialize in.
- **Revenue and Bookings Goals** – Forecasted targets for the year.
- **New Customer Acquisition** – Total number of new customers onboarded through the Partner.
- **Demand Generation** – Number of successfully closed deals initiated via Deal Registration.
- **Certifications and Enablement** – Number of Product certifications achieved or planned for completion within the year.

Akamai and Partner will review the Success Plan every three (3) months to assess progress in enablement, marketing, and overall business performance. Requirements apply only to the regions where the Partner operates, as specified in the Attachment for Authorization to Framework Agreement.

Revenue and Net Monthly Recurring Revenue Thresholds

Each Partner must meet either the following Annual Revenue or Net Monthly Recurring Revenue (MRR) thresholds, specific to their Region and Program Level. Annual Revenue set forth in the table below shall mean revenue to Akamai across all Services including Professional and Support Services on a per Region basis. Net Monthly Recurring Revenue shall mean the aggregate change of committed monthly recurring revenue across new, modified, and canceled Order Forms.

	North America		LATAM		EMEA		APJ	
	Annual Revenue or Net MRR		Annual Revenue or Net MRR		Annual Revenue or Net MRR		Annual Revenue or Net MRR	
Elite	>\$4M	>\$100K	>\$2M	>\$60K	>\$5M	>\$100K	>\$4M	>\$65K
Premier	>\$2M	>\$50K	>\$1M	>\$30K	>\$2.5M	>\$50K	>\$2M	>\$40K
Select	>\$250K	>\$7K	>\$100K	>\$5K	>\$250K	>\$12K	>\$500K	>\$10K

* Revenue is calculated per calendar year and in thousand (K) US Dollars (or the equivalent in local currency) to Akamai.

** Net MRR is calculated per calendar year in thousand (K) US Dollars (or the equivalent in local currency) to Akamai.

Assigned Staff

Partner shall establish and maintain the minimum staffing requirements, per Region, as set forth below, and perform the responsibilities and capabilities set forth opposite the roles set forth below. To meet requirements for the minimum number of staff needed to resell Akamai Services, follow the table according to Program Level.

Certified Staff

Program Level	Certified Assigned Staff			
	Sales Specialist	Sales Engineer	Basic Services & Support*	Solutions Architect**
Elite	5	3	1	3
Premier	3	2	1	1
Select	1	1	1	N/A

* This requirement is excluded for partners whose focus is API Security and/or Akamai Guardicore Segmentation

** This requirement includes any certified staff with API Security's Security Architect certification as well as Akamai Guardicore Segmentation's GCSE certifications

Changes in Certified Staff

Partner shall notify Akamai within thirty (30) days of any changes related to the certified Partner's employees, which result in Partner no longer meeting the above Assigned Staff requirements. In addition, the Partner Portal Administrator shall disable the respective Partner Portal user(s) access immediately.

Change of Employer by Certified Employee

In the event that a certified Partner's employee changes employer from one Partner to another Partner, then such employee may keep their certification for the respective role for which it was already certified subject to the approval of Akamai, the new Partner, and the certified employee.

Akamai reserves the right to look back over the prior six (6) months to ensure that Partner has maintained the staffing requirements set forth in this Assigned Staff Section.

Assigned Staff without Certification

The following assigned employee roles shall be provided by the Partner as outlined and defined below in order to maintain its Program Level: Alliance Manager, Marketing Representative per Region, Partner Portal Administrator, and Business Support Administrators.

Role	Responsibilities
Alliance Manager (AM)	<p>The AM owns the business relationship with Akamai and is driving the joint business. Managing the overall relationship including contract and billing support. Responsibilities include ensuring the appropriate Partner resources are engaged to ensure Services are appropriately incorporated into the Partner offerings and business processes (i.e., procurement, legal, customer contracting, customer billing, etc.).</p> <p>The AM also is responsible for developing and approving the Partner Success Plan with their Akamai counterpart and helps coordinate Business reviews. AM ensures timely Invoice review and manages resolution of potential invoicing issues.</p> <p>AM makes sure that access to Akamai Portals is managed via the PPA and BSA as outlined below.</p> <ul style="list-style-type: none"> Creates/maintains Partner Portal and Akamai Control Center accounts for Partner personnel. Removes access immediately when Partner staff is leaving the company and/or are moving to new roles. Creates access with respective profiles/access rights as needed. Addresses contact issues.

Marketing Representative (MR)

The MR focuses on go to market activities and marketing initiatives (e.g., demand generation, events, communication, advertising, and promotions). The MR is responsible for coordinating the Partner's management and usage of Market Development Funds and collaborating with their Akamai Partner Marketing Manager.

Partner Portal Administrator (PPA)

PPA's responsibilities:

- Partner's user activation and access level management for the Partner Portal.
- Integrity of the Partner's information, Akamai Partner Search profile, and its employees' contact information.
- Partner's access to Training and certification resources in Akamai University for Partners.

Specifically, the tasks of a PPA include the following:

- Serves as primary administrative contact for the Partner's other employees.
- Reviews and approves the necessary access rights for the Partner's other employees.
- Assists the Partner's other employees to use the Partner Portal.
- Monitors reports and maintains the Partner's employees' compliance with training requirements and certifications.
- Monitors and maintains the necessary information about the Partner's employees provided to Akamai.
- Provisions new Partner employee access and de-provision terminated or otherwise unauthorized Partner employee access in a timely manner.

Establishing the PPA role empowers the Partner to self-manage the majority of its company data that is necessary for its authorization via the Partner Portal.

Business Support Administrator (BSA)

The Business Support Administrator (BSA) owns the administrative business relationship, serving as the primary administrative contact for Akamai, Partner's other employees, and their end customers using Akamai products and services.

The key responsibilities of a BSA toward their customers include, but are not limited to, the following:

- Creation, audit, and management of user accounts, CP Codes, NetStorage accounts, traffic reports, alerts, API clients, SSL certificates, and Site Shield updates, etc.

- Assuming the role of “Parent Administrator” for Akamai’s Compute Solutions, where applicable. If not applicable, own the responsibility for the Cloud Manager User and Account Management.
- Self-diagnosing and resolving client issues by utilizing the tools available and triaging as appropriate.
- Answering invoicing and usage related questions by using tools such as billing app, Traffic Reports, Partner Reports, etc.
- Resolving questions pertaining to Order Forms, product entitlements and contract setup, etc.
- Conducting functional training sessions for customers and other Partner employees on Akamai Control Center, Cloud Manager, etc. as part of their onboarding.
- Keeping track of the proactive notifications and subscribing to the Akamai Status page for all platform updates, to ensure Akamai Partners and their customers are aware about the new releases, and the operational status of contracted product(s).

Change of Partner’s Program Level or Assigned Staff

If the Partner meets the qualification requirements for a higher Program Level, the Partner will be promoted accordingly at the beginning of the following calendar quarter.

If the Partner (i) does not maintain a Partner Success Plan, (ii) no longer meets the Revenue or Net MRR Thresholds for their assigned Program Level, or (iii) does not meet the requirements under the Assigned Staff, Akamai will notify the Partner thereof without delay. Partner shall have sixty (60) days from the notice (“grace period”) to remedy the noncompliance.

If the Partner does not meet the applicable requirements for compliance (Requirements Section) by the end of the grace period, the Partner will be assigned to the appropriate Program Level at the beginning of the following calendar quarter. For the avoidance of doubt, if the Partner does not meet either the Revenue threshold or the Net MRR threshold at the end of the calendar year, the Partner will be assigned to the appropriate Program Level at the beginning of the following calendar year without any grace period. If Partner is below the minimum thresholds for Select program level and has not demonstrated a plan to meet the minimum requirements, Akamai reserves the right to terminate the partnership.

Akamai will notify the Partner (such notice may be via email) of any changes in the Partner’s Program Level.

Financial Benefits

Wholesale Product Pricing

Resellers	without Deal Registration	with Deal Registrations*	API Security and Akamai Guardicore Segmentation Deal Registrations for New Customers
Elite	15%	35%	40%
Premier	15%	30%	35%
Select	15%	25%	30%

* Please refer to the Deal Registration and Rebate Guide for product eligibility. Not all solutions are eligible for the Deal Registration discount.

For Akamai cloud computing, the discount will be based on prior year's net billings for Akamai cloud computing services only. For eligible, approved deal registrations, Partners shall receive Deal Registration discount rates based on Program Level and Product Eligibility.

The applicable Price List shall be available online in the Partner Portal, excluding Akamai Guardicore Segmentation products and services. Wholesale pricing for Akamai Guardicore Segmentation products and services will be provided to the Partner by the Partner Account Executive (PAE). The applicable wholesale pricing on the Price List applies to opportunities with Named Clients that are new to Akamai or new services for existing Named Clients. For existing Named Clients, wholesale pricing will be provided to the Partner by the PAE.

Deal Registration and Rebates	Akamai SPIFF Program	Cloud Migration Funds
<p>Akamai offers a Deal Registration Program to promote visibility in regard to the opportunities of a Partner and to proactively and collaboratively support the Partner in pursuing and closing registered opportunities. The deal registration process is outlined in the Partner Deal Registration and Rebate Guide.</p> <p>Partners may be eligible for rebates, as outlined in the Partner Deal Registration and Rebate Guide.</p>	<p>The Akamai SPIFF Program is an incentive program designed to reward Akamai Partner Sales Specialists and Sales Engineers for driving sales of Akamai solutions by providing rewards based on meeting specific sales targets and objectives. Prior to participation, an authorized representative of the Partner organization must agree to the SPIFF Program Terms & Conditions and specify the SPIFF reward payout model:</p> <p>Option 1 – Direct-to-Individual SPIFF: Rewards are sent directly to individual, Partner employees</p> <p>Option 2 – Company-Level SPIFF: Rewards are aggregated and paid out to the Partner organization</p>	<p>The Akamai Cloud Migration Program is designed to provide technical and financial benefits to ensure a well-planned and cost effective move to Akamai. Akamai offers two types of funding options to support Partners, Cloud Migration Credits for Partners using the Pay-As-You-Go pricing model and Cloud Migration Funds for Partners using the commitment pricing model. Additional details can be found in the Cloud Migration Fund Program Overview and Cloud Migration Credit Program Overview.</p>

Marketing Benefits

Akamai provides Partners with marketing benefits designed to support jointly developed go-to-market objectives for Akamai solutions and services, as well as vehicles to promote the Partner's accomplishments.

Market Development Fund (MDF)

MDF provides funding for marketing activities based on approved proposals. It is designed to help expand a Partner's reach, build pipeline, and drive new business, while boosting their brand. Please refer to the [MDF Guide](#) for details on the program, eligibility to participate, qualified activities, and terms & conditions.

Akamai Campaign Builder (ACB)

This complementary demand generation and pipeline management platform provides customizable assets, emails, product videos, social media posts, and other marketing collateral to help build, engage, and convert your pipeline.

Co-Branded Collateral

In addition to MDF and ACB, the [Brand Identity Guide](#) offers Partners a library of co-branded marketing collateral with program logos as well as placement and sizing guidelines to promote all levels of partnerships.

Co-Marketing Programs

Explore how Partner activities fuel collaboration, innovation, and technical expertise, offering valuable insights to drive joint growth in the evolving business landscape. Examples include blogs, socials, podcasts, invitations to product roadmap events, and exclusive regional forums where Akamai experts and Partners connect to share the latest updates and actionable strategies, empowering joint go-to-market success globally. Consult partnermarketing@akamai.com for opportunities for joint announcements, press releases, and/or success stories.

Marketing Benefits

Press Announcements, Releases, and Success Stories

Consult partnermarketing@akamai.com for opportunities for joint announcements, press releases, and/or success stories.

Profile in Akamai's Partner Directory

The program offers a comprehensive directory to showcase a Partner's (Distributor, Tier-1, or Tier-2 Reseller) company profile. Subject to review and approval, Akamai will publish a Partner's company profile at <https://www.akamai.com/partners/partner-directory>. Eligible Partners can [submit their profiles online](#).

Required information includes a company name, company logo, a brief description, a contact, link to the company website, and industries served. For any changes to existing profiles, please submit the request to partnersupport@akamai.com.

Akamai's approval to post updates to the Partner profile as provided by the Partner does not release the Partner from liability for the content provided by the Partner in the Partner profile.

The Partner grants Akamai the right to use any name and logo/trademarks of the Partner (and its affiliates covered by the Framework Agreement, if any) in the Partner profile for co-marketing purposes. Akamai will publish the Partner name/logo/trademarks in accordance with the Partner's trademark usage guidelines provided to Akamai, if any. For clarity, Akamai will include only those territories in the Partner profile where the Partner is authorized to sell Akamai Services in accordance with the Framework Agreement.

Akamai reserves the right to take down or edit the content contained in the Partner profile. The Partner shall defend, indemnify, and hold Akamai harmless as a result of (i) any claim by a third party against Akamai with respect to any content provided by the Partner in the Partner profile or content linked to the Partner profile, or (ii) misuse of the Partner profile by the Partner.

Training and Certification

Training

Akamai offers easy access to valuable training, enabling Partners to focus on go-to-market strategy, key products, and desired depth of service expertise. Training is available as online self-paced courses and may be supported by interactive lab exercises, classroom sessions, and/or live webinars. The training offering is tailored to key roles in the Partner organization:

- **Sales Specialist (self-paced):** Builds capabilities in positioning and selling Akamai solutions, generating pipelines, qualifying opportunities, and driving deal closure. The objective is to progress opportunities to a Budget Authority Need Timeframe (BANT)-qualified stage, making them eligible for deal registration as outlined in the Partner Deal Registration and Rebate Guide.
- **Sales Engineer (self-paced):** Equips Partners to position Akamai solutions, demonstrate basic configurations, run demos, and support early-stage technical validation.
- **Basic Services and Support (self-paced):** Enables Partners to perform basic configurations and troubleshooting, detect incidents, and escalate effectively when needed.
- **Solutions Architect (self-paced + interactive labs):** This is the most technical track and includes Akamai products, API Security's Security Architect certification as well as Akamai Guardicore Segmentation's GCSE certifications. Partners gain expertise in product architecture, leading integrations, handling advanced troubleshooting, supporting security incident response, and guiding deployment expansion.

Certification

The training track for each role described above can be completed with a certification exam, validating the Partner's expertise. Akamai provides training to equip participants with the necessary knowledge to successfully pass these exams.

Certification tests are accessible via the Learn Akamai e-learning platform. There is a separate registration process for the Solutions Architect certification, as it includes both a graded demonstration of proficiency in a lab environment and a standard test similar to the other roles.

Product Level Certification Compliance per Partner			
Role	Basic*	Advanced**	Capabilities
Sales Specialist	2		Intro to product, positioning, identifying, qualifying opportunities, to generate pipeline
Sales Engineer	2		Advanced includes leading sales motion and independently closing deals
Basic Services and Support	1		Intro to product, positioning, in addition to gathering technical requirements , basic configuration, demo, and PoC
Solutions Architect***	1		Offers basic product architecture, configuration, maintenance, basic troubleshooting and escalation, and reporting
			Intro to product architecture, configuration, integrations, advanced troubleshooting and escalation
			Able to deliver integration and configuration services

* A partner organization will be certified 'Basic' upon successful completion of certs for sales specialist (2), sales engineer (2) and support (1)

** A partner organization will be certified 'Advanced' upon successful completion for sales specialist (2), sales engineer (2), support (1) and Solutions Architect (1)

*** This includes certifications from API Security's Security Architect as well as as Akamai Guardicore Segmentation's GCSE certifications

Certification Compliance does not apply to Akamai cloud computing, API Security, and Akamai Guardicore Segmentation products and services.

Certification Renewal

If a Certification is not renewed within sixty (60) days from the twenty-four (24) month period for the respective role, then the Partner may lose Product Level Certification compliance, including any related benefits.

Instructor-Led Training (ILT)

Akamai's Instructor-Led Training (ILT) provides an interactive learning experience designed to complement on-demand training. ILTs can be conducted virtually or on site. These sessions focus on hands-on configurations, best practices, operational use cases, and proof-of-concept (PoC) execution. Delivered by Akamai experts, ILTs help Partners enhance their technical skills, improve solution deployment capabilities, and gain deeper product expertise through guided exercises and real-world scenarios.

Akamai Certified Service Provider Certification

The Akamai Certified Service Provider Program is designed to enable Partners to independently execute integrations with confidence. The program follows a structured approach, including on-demand and instructor-led training, hands-on project execution, and a final evaluation. Successful Partners earn the Certified Service Provider designation, gaining access to benefits such as priority assistance, certification badges, and increased market recognition.

The products in scope for Service Provider Certification are:

- Akamai Guardicore Segmentation (Guardicore Certified Service Provider — GCSP)
- API Security (API Security Certified Service Provider — APISP)
- App & API Protector (AAP Akamai Certified Service Provider — AAP ACSP)

Akamai Cloud Computing Certification

The Cloud Computing Foundations Certification available to Partners is the first step in a structured training program designed to build expertise in Akamai's cloud computing solutions. This initial level consists of 12 self-paced e-learning modules covering fundamental cloud concepts, compute, storage, networking, and practical skills, such as creating Kubernetes clusters and configuring VPCs. The program will expand to include additional levels with increasing technical depth, enabling Partners to develop advanced cloud computing capabilities.

Service Package Options

Once a Partner obtains Advanced Product Level Certification, the Partner may choose to purchase and maintain one of the following: (1) a bucket of Professional Services hours to be utilized across multiple customers, or (2) Professional Services for integration (to be identified on each customer order form).

Akamai Test Account

The Akamai Test Account is an account provided to qualifying Resellers (when applicable) free of charge, for a limited amount of usage. The Akamai Test Account will contain a limited set of Akamai Services pre-approved for the use of internal self-learning and testing only. It is a non-production environment for Partners to:

- Self-learn Akamai's offerings – e.g., what features are part of the product, how to demonstrate each feature, how to configure each feature, what reports and alerts are available, etc.
- Demonstrate functionality and/or features to prospects and/or clients

The Reseller is responsible for monitoring and controlling traffic/usage levels in the Akamai Test Account provisioned for their use. The Distributor is also responsible for monitoring and controlling traffic/usage levels in the Akamai Test Account provisioned for their Tier-2 Resellers. Any excess use of the Akamai Test Account will result in billable traffic/usage to the Tier-1 Reseller and Distributor.

There are two types of Akamai Test Accounts offered:

- A. **AkaCore Test Account:** An account that empowers qualifying Partners in self-learning and testing of Akamai's selected Security and Delivery solutions. The program does not include Prolexic and Guardicore products.
- B. **Akamai Cloud Sandbox Account:** Helps Partners experience Akamai Cloud and/or conduct demos for potential customers for Akamai's Compute Solutions.

Refer to the [Akamai Test Account Guide](#) to learn more.

Support Services

Support Services includes Business and Technical Support, Configuration Services, and Day-2 Operations, which may be offered and/or sold by the Partner to its customers only in connection with Akamai Services.

Business Support Services (Level-1)

The purpose of Business Support is for Akamai Partners to assist their end customers with business and operational needs. Business support services include user account management, reporting, billing, and training, and other general questions. The Business Support Administrator (BSA) designated by the Partner, owns the administrative business relationship, serving as the primary administrative contact for Akamai, Partner's other employees, and their end customers using Akamai products and services. The roles and responsibilities for delivering Business Support are detailed in the [Business and Technical Support Guide](#).

Technical Support Services (Level-1)

The purpose of Technical Support is for Akamai Partners to assist their customers when encountered with technical issues or service interruptions. Technical Support Services involve troubleshooting, mitigation, and/or resolution of issues causing a break/fix requirement with an existing Akamai Service. Technical Support Services do not apply to Akamai Services not yet in production or not yet provisioned in accordance with an Akamai Order Form. The roles and responsibilities for delivering Technical Support are detailed in the [Business and Technical Support Guide](#).

Level-1 support serves as the first point of contact for customers and is responsible for handling basic support issues related to Akamai products. The goal is to resolve common issues quickly, or when necessary, escalate more complex problems to Akamai for further investigation and resolution.

Partner Applicability

Akamai Partners are required to provide Level-1 Support to their customers unless they have Support Packages to contact Akamai directly. If the Partner chooses not to provide Business and/or Technical Support to their customers, they must resell an "Akamai Support Package" to them. In this scenario, Akamai will cooperate directly with the customer in regard to the performance level of the Akamai Solutions and any Technical Support Service, including the provision of Level-1 and Level-2 Support.

Refer to Akamai Support Packages and related pricing as set forth in the [Digital Price List](#).

Partner Accountability

Akamai Partners are accountable for managing all business and technical support issues that a customer encounters, unless the customer has Support Packages to contact Akamai directly. Customers are expected to contact only the Partner for any support issue, who will provide Level-1 Business and Technical Support to them. The Partner must own, front and anchor all issues from start to resolution, ensuring that the customer is supported every step of the way. When required, the Partner must escalate to Akamai and help troubleshoot while continuing to lead customer communication.

Partner responsibilities include:

- **Issue Resolution:** Attempt to resolve issues independently within the scope of your expertise and agreement.
- **Escalation Management:** If an issue requires Akamai's involvement, escalate promptly and collaborate with Akamai while maintaining ownership of the case.
- **Customer Communication:** Maintain clear and consistent communication with the customer throughout the entire lifecycle of the issue.
- **End-to-End Ownership:** Ensure seamless resolution by owning and anchoring the issue from initial report to final closure.

Handling Complex or Unresolved Issues

If an immediate resolution is not possible, Partner must:

- Strive to provide a temporary workaround to minimize customer impact. Continue working toward a permanent fix — including coordination with Akamai for items such as bug fixes or back-end changes.
- Keep the customer informed throughout the process, reinforcing confidence and continuity.

The following issues must be resolved by the Partner and the customer. Akamai does not offer or provide support for:

- Application-specific issues such as application configuration, CGI programming, web server, mail server, database configuration, or any other such issue
- Issues related to the development, maintenance, operation, or other administration of Covered User Data
- Any end user of the customer

Service-Level Expectations

All responsibilities outlined above must be fulfilled in accordance with the service-level agreements (SLAs) committed by the Partner to their customer. Adhering to these SLAs is crucial for delivering a consistent and reliable support experience.

Configuration Services

Configuration Services involve technical configuration of Akamai Services. Configuration Services include initial implementation, performance optimization, maintenance, and change requests, and may include changes required to fully resolve a technical support break/fix scenario.

Day-2 Operations

Partners interested in delivering services for their customers can provide Day-2 Operations Services, which involve ongoing management and optimization of Akamai products post-deployment. This may include product administration, expansions, updates, performance tuning, security management, and compliance support. These services ensure sustained performance, security, and value of Akamai products for customers.

Ask An Expert

Ask An Expert is a dedicated integration support channel for qualifying Premier and Elite Partners to connect directly with Akamai Experts. Select Level Partners can gain access through sponsorship from their dedicated Akamai Partner account teams. Whether you need technical guidance, support with integrations, or help navigating complex solutions, Ask An Expert provides fast, streamlined access to the expertise you need — right from the Partner Portal.

Qualifying Criteria*	Requirement Resellers & Distributors	Partner Tier Access
Solutions Architect Certifications	Minimum of 2	Elite
Partner-Led PoC/Integrations	8 per year	Premier
PSE/Field Recommendation	Required	Select (Sponsored)

* These criteria help ensure that Partners are well prepared to fully leverage the Ask An Expert program.

Program Utilization Review and Removal

- Akamai will review Partner activity in the Ask An Expert program every three (3) months.
- Partners who have not submitted any cases or underutilize the program during the review period may be subject to removal.
- The goal is to ensure the program remains impactful and accessible for actively engaged Partners.
- Re-enrollment may be possible upon request and subject to approval.

Resource: [Ask An Expert Guide](#)

Additional Program Features

Service Credits

Akamai's obligation to provide credits to the Partner for a failure to meet an applicable service level as set forth in the SLA shall be limited to the following procedure:

- A. For the Partner to request a credit from Akamai for a failure to meet an applicable service level, the Partner must notify its Akamai Partner Account Executive of the performance failure in writing or by email within ten (10) business days from the date of the alleged failure to meet the applicable service level with respect to a particular identified client and provide Akamai within additional fifteen (15) business days with such information as is reasonably necessary for Akamai to investigate the request.
- B. Upon receiving a complete service-level request by the Partner, Akamai shall measure the performance, availability, and/or other required metrics of the relevant service using the methodology set forth in the applicable SLA and provide the results of such measurement to the Partner;
 - (i) In the event that the measurement indicates that the service levels set forth in the SLA were met for the particular client, then the Partner shall not be entitled to any credit(s).
 - (ii) In the event that the measurement indicates that the service levels set forth in the SLA were not met for a particular client, then Akamai shall provide credit(s) to the Partner in accordance with the SLA.

Any credit(s) to which the Partner is entitled in a given month will be deducted from the total amount invoiced to the Partner for the provisioning of the Services in the following month.

Executive Sponsor

Partners at the Elite Program Level will be aligned with an Akamai executive for an annual touchpoint to support the relationship between the Partner organization and Akamai, helping to ensure mutual success.

Partner Advisory Boards

We offer our **Elite Level** Partners the exclusive opportunity to join our **Partner Advisory Boards** based on agenda availability. **Premier Level** Partners can also gain access through sponsorship from their dedicated Akamai Partner account teams. These boards are designed as a collaborative space for Partners to participate in valuable discussions, exchange insights, and directly influence our product development.

Partner Marketplace

Partners have the option to initiate trials and purchase Akamai Services for its customers via Partner Marketplace. Use of the Partner Marketplace by the Partners is subject to the [Partner Marketplace Terms of Use](#).

Feedback Program

- Partner Feedback is exclusive to Akamai's Partners. All Partners are encouraged to actively participate and provide suggestions, ideas, or other Feedback regarding their experience with Akamai. If a Partner provides Feedback to Akamai concerning the Services, Akamai may use and disclose such Feedback without restriction or any obligation to account to Partner or the individual providing the Feedback. Akamai is not required to implement any Feedback.
- Customer Feedback Surveys: Akamai may periodically, either itself or through a third-party vendor, survey customers to gather Feedback on their experiences with our solutions and Partner engagements. Survey results will be used for program improvements and may be shared with the Partner, at the sole discretion of Akamai, in an aggregated, non-identifiable format. All data collection will adhere to applicable legal, confidentiality, and data protection standards, including opt-out options. If a third-party vendor is used, existing data protection controls will apply.

Partner Awards

The Akamai Partner Awards celebrate Partners driving innovation, growth, and customer success worldwide.

Third-Party Transactable Services

Partners have access to Third-Party Transactable Services that Independent Software Vendors (ISV) have built and run on Akamai Cloud. Akamai makes these products available to Partners via a transaction agent model subject to the terms outlined in the [Third-Party Transactable Service Program Guide](#).

Resources

Definitions

“Aggregated Clients(s)” shall mean a group of clients whose usage of the Services is aggregated under the respective Order Form and who are collectively allowed to use the Services set forth in the Attachment for Authorization and/or in the Order Form as further described in the definition of Aggregated Client Group Model.

“Aggregated Client Guide” shall mean the “Partner Guide for Aggregated Client Group Model” outlining the requirements for Aggregated Client(s) available at <https://partners.akamai.com/partners/s/asset-library?preview=0694R00000QInpPQAT>.

“Aggregated Client Group Model” The Aggregated Client Group Model is available only for certain Services and industries and requires Akamai’s approval. In an Aggregated Client Group Model Akamai tracks the usage of the Services used by one Aggregated Client, thereby limiting the available configuration options and/or optimization features. The Partner is ordering the Services for the benefit of an Aggregated Client(s) without, at times, identifying the clients within an Aggregated Client Group Model. As a consequence, Akamai offers pricing to an Aggregated Client and not for the individual Client. Akamai only tracks the usage of the Services within the applicable Territory and provides the Partner (in its invoices) with an overview of the usage of the Services on a country-by-country basis. This Aggregated Client Group Model is used in cases where the Partner has several clients within one country of the Territory that are using a relatively low volume of traffic of the Services within a month.

“Certification” shall mean a Partner employee has successfully passed a certification test to confirm certain product knowledge.

“Partner Deal Registration and Rebate Guide” outlines benefits, eligibility and other details of Akamai’s Deal Registration and Rebates program to reward our Partners for sourcing and closing new and existing customer opportunities through approved deal registration. The Partner Deal Registration and Rebate Guide is available at: <https://partners.akamai.com/partners/s/asset-library?preview=069a700000J6n1YAAR>.

“Guide” or “Partner Guide” shall mean this document outlining the details of the Akamai Partner Program for Resellers.

“Guide for Akamai Test Accounts” shall mean the guide outlining the requirements and benefits of the Akamai Test Accounts offered to Partners. The Akamai Test Account Guide is available at <https://partners.akamai.com/partners/s/asset-library?preview=069a700000JJdh6AAD>.

“MDF Guide” shall mean the “Akamai Partner Market Development Fund Guide” outlining Akamai’s MDF program. The MDF Guide is available at <https://partners.akamai.com/partners/s/asset-library?preview=069a700000J6ISnAAJ>.

“Monthly Recurring Revenue” or **“MRR”** shall mean the committed monthly recurring fees on each Order Form with a term of twelve (12) months or more.

“Named Client” shall mean a client identified on an Order Form that uses the Service(s).

“Named Client Model” shall mean a model in which Akamai tracks each client’s usage of the Services. This includes detailed reporting in relation to the Service in the Akamai Control Center. In the Named Client Model, the Partner may resell additional Services and upgrades to each of its clients, and grants access to the Professional Services to each of its clients for optimization purposes. The Partner will be provided with invoices outlining the usage of the Services by each of its clients. In addition, the configuration options in the Named Client Model allow the Partner to customize the combination of the Services and its services to best serve each client’s needs.

“Net Billings” shall mean the amounts invoiced by Akamai in accordance with the respective Order Form during a certain period, including any applicable credits processed in the same period.

“Net Monthly Recurring Revenue” or **“Net MRR”** shall mean the aggregate change of committed monthly recurring revenue across new, modified, and canceled Order Forms.

“Partner Marketplace Terms of Use” shall mean the terms and conditions for the use of the Akamai Partner Marketplace, a web-based interface (the “Partner Marketplace”) used by Partners to resell Akamai Services to its Clients available at <https://partners.akamai.com/partners/s/asset-library?preview=069a700000JKN2PAAX>.

“Partner Portal” shall mean the portal accessible for a Partner with login details provided by Akamai to access training, collateral, and tools, and Partner programs (e.g., MDF, Deal Registration). It is accessible at <http://partners.akamai.com>.

“Partner Support Services Guide” shall mean the guide outlining the rules of engagement for Business and Technical Support Services deliverable by Partners to their end customers, as outlined in Partner Support Services Section. The Partner Support Services Guide is available at <https://partners.akamai.com/partners/s/asset-library?preview=069a700000JKXMF AAP>.

“Professional Services” shall have the meaning as set forth in the Akamai Services Page.

“Program Level” shall mean Elite, Premier, and Select.

“Region” shall mean Americas (North America and Latin America), APJ, and/or EMEA.

“Services” shall have the meaning set forth in the Framework Agreement (except for Professional Services and Support).

“Shared” shall mean that an employee is assigned to a defined role specified in this Guide and during such assignment may be assigned to any other role specified in this Guide or to other responsibilities or activities outside this Guide.

For terms not defined in this Guide, the definitions set forth in the Framework Agreement and/or the Attachment for Authorization entered into between Akamai and Partner shall apply. These links are available after the Partner user is activated in the Partner Portal.

Referenced Documents

[Aggregated Client Guide](#)

[Brand Identity Guide](#)

[Business and Technical Support Guide](#)

[Partner Deal Registration and Rebate](#)

[Guide for Akamai Test Accounts](#)

[MDF Guide](#)

[Services Page](#)

[Cloud Migration Fund Program](#)

[Cloud Migration Credit Program](#)

[Third-Party Transactable Service Program Guide](#)

Need Help?

Reach out to your Partner Account Executive or contact us at partnersupport@akamai.com.