

D2L's partners are industry-leading enterprise software providers and service organizations that enhance or complement our educational services offerings to corporations and educational institutions worldwide.



# CORPORATE LEARNING

Extend engagement of the next generation workforce.



## HIGHER EDUCATION

Achieve efficiencies and provide important learning tools.



### K-12

Provide choice and create a flexible learning environment



## TRAINING ORGANIZATIONS

Empower professionals with cutting-edge solutions to excel in their careers.



#### GOVERNMENT

Enhance public sector efficiency and effectiveness through innovative learning solutions.

Partnering with D2L connects you to the **fastest-growing LMS community**, showcasing your solutions on a **trusted platform**. Our clients value D2L's expertise, and as a **vetted partner**, you gain **credibility and visibility**.

Our program is structured to reflect the specific type and depth of relationship your organization is looking to achieve.

### Non-Partner Integrator

Integrate seamlessly with D2L's ecosystem.

#### **Integrator Partner**

Provide support to mutual clients.

#### **Certified Partner**

Vetted partners enhance your credibility and reach through D2L's customer base.

#### Strategic Partner

Hand-picked partners with deeply aligned values, and critical solutions. Ensure mutual growth and success.

## **Transformational Partner**

Harness our market leadership and advocacy expertise to achieve transformational impact for your clients.

| Partner Benefits               | Non-partner<br>Integration | Integration<br>Partners     | Certified<br>Partners                                     | Strategic<br>Partners   | Transformation<br>Partners                              |
|--------------------------------|----------------------------|-----------------------------|---|---|---|
| Sandbox Site                   | 6 Months                   | ✓                           | ✓   | ✓   | ✓   |
| Community & API Access         | ✓                          | ✓                           | ✓   | ✓   | ✓   |
| Integration Hub Listing        | If Graduated               | ✓                           | ✓   | ✓   | ✓   |
| Partner Tech Support           | Limited                    | Limited                     | ✓   | ✓   | ✓   |
| Ext Framework Access           |                            | ✓                           | ✓   | ✓   | ✓   |
| JS SDK                         |                            | ✓                           | ✓   | ✓   | ✓   |
| Accessibility Review           |                            |                             | ✓   | ✓   | ✓   |
| InfoSec Review                 |                            |                             | ✓   | ✓   | <b>√</b>  |
| Events perks                   |                            |                             | ✓   | ✓   | ✓   |
| D2L Champion Award<br>Eligible |                            |                             | ✓   | <b>√</b>  | <b>✓</b>  |
| Roadmap / Tech Previews        |                            |                             |   | ✓   | ✓   |
| Sponsored Attendee List        |                            |                             | ✓   | ✓   | ✓   |
| RFP Inclusion                  |                            |                             |   | ✓   | ✓   |
| Sales Enablement               |                            |                             | Limited   | ✓   | ✓   |
| Marketing Support              |                            | Sponsorship<br>Opportunites | Sponsorship<br>Opportunites<br>+ Logo on<br>Partners Page | + Preferred Fusion Access, Customer Stories, Marketing Videos, Joint Webinars | ++ Exclusive<br>Platform<br>Access, Fusion<br>Mainstage |

| D2L's Expectations of<br>Our Partners   | Non-partner<br>Integration | Integration<br>Partners | Certified<br>Partners                    | Strategic<br>Partners                    | Transformation<br>Partners               |
|---|----------------------------|-------------------------|--|--|--|
| Standards-based integration   | ✓                          | ✓                       | ✓  | ✓  | ✓  |
| Integration documentation and assets to support user experience (ie. set-up and admin guides) |                            | <b>✓</b>                | <b>√</b>                                 | ✓  | ✓  |
| Partner showcase access   |                            | ✓                       | ✓  | ✓  | ✓  |
| Documented, validated shared customers/opps   |                            |                         | <b>√</b>                                 | ✓  | ✓  |
| Documentation on data /<br>security / data hosting / data<br>privacy / business health        |                            |                         | <b>√</b>                                 | ✓  | ✓  |
| Awareness around partner release cycles and partner release notes                             |                            |                         | HECVAT                                   | HECVAT                                   | HECVAT                                   |
| Documented support escalation path into partner   |                            |                         | ✓  | ✓  | ✓  |
| InfoSec / AI Questionnaire<br>Completed   |                            |                         | <b>√</b>                                 | ✓  | <b>√</b>                                 |
| Accessibility   |                            |                         | VPAT, 1EdTech<br>Accessibility<br>Rubric | VPAT, 1EdTech<br>Accessibility<br>Rubric | VPAT, 1EdTech<br>Accessibility<br>Rubric |
| Marketing/Sales Cooperation   |                            |                         | ✓  | ✓  | ✓  |