Icertis

FOR ENTERPRISE BUYERS, PROCUREMENT & LEGAL

Choose a certified Icertis partner and protect your contract intelligence investment

A 1-page guide to identifying current, validated Icertis partners and avoiding the hidden risk of uncertified vendors who claim expertise they don't have.

The Hidden Risk: "We Have Certified People"

We've seen uncertified firms hire previously-certified resources to win Icertis engagements. **Individual certifications expire, don't transfer to the firm, and don't include current product training, sandbox access, or Icertis escalation rights.** Hiring anex-certified individual does not make a firm a certified Icertis partner. Verify the firm — not just the résumés.

Certified Icertis Partner

- ✓ Listed in our public partner directory on icertis.com
- ✓ Annual firm-level recertification with Icertis
- ✓ Current on every Icertis product release
- ✓ Active enablement & sandbox access
- ✓ Direct escalation path to Icertis support
- ✓ Reference architecture compliant deployments
- ✓ Joint governance & customer success ownership
- ✓ Active commercial agreement with Icertis

Uncertified Vendor

- × Not listed on icertis.com
- × Claims based on hired ex-certified staff
- × Stale credentials & outdated platform versions
- × No release-day training or new-feature access
- × No Icertis support backing during implementation
- × Non-standard deployments creating technical debt
- × Customer carries all delivery risk alone
- × No escalation rights if the project goes off-track

Buyer's Checklist – Verify Before You Sign

- ☐ **Check the listing.** Is the firm published on icertis.com/partner?
- ☐ **Request a firm-level reference.** Not just an individual résumé — a recent firm-led Icertis engagement.
- ☐ **Verify reference architecture.** Ask which Icertis-published deployment pattern they'll use.
- ☐ **Ask for the certification date.** Request the firm's most recent recertification and Icertis platform version.
- ☐ **Confirm escalation rights.** Does the firm have a named Icertis alliance contact and active agreement?
- ☐ **Validate with Icertis directly.** Email partnerprogram@icertis.com to confirm status before signing.

Protect your investment. Choose certified.

Every certified Icertis partner is current, validated, and Icertis-backed.

Find a partner | Verify a partner

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Verify any partner at partnerprogram@icertis.com