CLOUDFLARE | PARTNER NETWORK

Authorized Service Delivery Partner Validation Checklist

Authorized Service Delivery Partner Track

This designation is designed to recognize Cloudflare Partners who demonstrate high quality service delivery and proficiency in specific Cloudflare solutions. Once Cloudflare Partners have applied to be an Authorized Service Delivery Partner, they will need to go through a rigorous technical validation process and will be assessed on the merits of the security, performance and reliability of their service delivery capabilities. This technical validation will be repeated every 12 months thereafter.

Partner Validation Checklist

The Cloudflare Service Delivery Partner Validation Checklist is intended to help Cloudflare Partners who wish to apply to this track by outlining the requirements for achieving the designation. It is expected that partners will review this document before submitting an application. If items in this document require further clarification, please contact your Channel Account Manager as the first step.

Authorized Service Delivery Partner Prerequisites

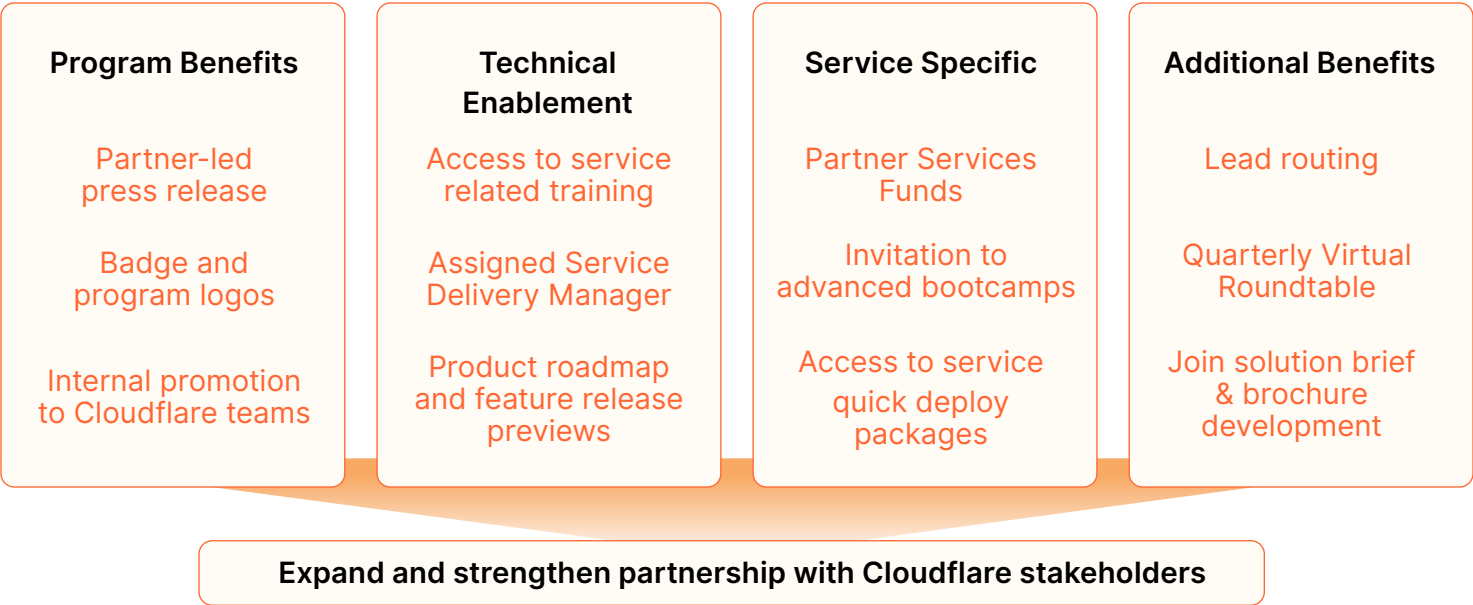| Prerequsite	#	Requirements
Customer Case Studies	1	Partner should provide two (2) recent case studies demonstrating successful delivery of Cloudflare solutions. Case studies should include architectural diagrams, specific tools and services used in the solution. Case studies should clearly represent the description of the overall solution and how Cloudflare services are leveraged/integrated to overcome the customer problems. Proposed solutions should address industry standard best practices. Partner should be able to answer following questions for each case study: • Name of the customer • Problem statement/definition • Architectural diagrams • Project timeline and critical milestones (projects that started within the past 24 mo. are accepted) • Lessons learned
Training	2	2 or more people from partner should have taken the following Cloudflare trainings and get certified: • Cloudflare Zero Trust 101/301/401 Courses • Cloudflare Zero Trust 401 - Deployment and Project Management Add-On Module
Service Delivery and Technical Validation Session	3	As part of the application, partners will go through a technical validation process with the Cloudflare Partner Services Team to make sure they meet the Cloudflare security, performance and reliability requirements to deploy solutions It is required of partners to join the validation session with the evidence of recent case studies and individuals who can have in-depth technical conversation about the solutions. This 1-hour online session will include: • Reviewing provided case studies, architectural diagrams and solution designs • Diving deep into the proposed solution and best practices • Reviewing service delivery and project management processes

Application Process

Following steps need to be completed to begin the validation process:

1 Partner to review the "Cloudflare Authorized Service Delivery Partner - Validation Checklist" document and ensure all requirements are met.

2 Partner to send required case studies (2), architectural diagrams, service specific practice and solution design documents. To initiate the process, partner should fill the Qualification Form.

3 Cloudflare Partner Team to review the application and submit documents.

4 Cloudflare Partner Team to arrange 1-hour "Service Delivery and Technical Validation" virtual session with partner.

5 After completing the technical validation process, Cloudflare partners will be informed of the final decision on their application, either approving or denying their acceptance into the program.

Cloudflare Authorized Service Delivery Partner Benefits

For Cloudflare Authorized Service Delivery designation, partners must meet a stringent set of technical requirements. As a result, they receive a range of benefits, including access to funding, badge and program logos, internal promotion to Cloudflare teams and assigned Cloudflare Service Delivery Manager.

Program Benefits	Technical Enablement	Service Specific	Additional Benefits
Partner-led press release	Access to service related training	Partner Services Funds	Lead routing
Badge and program logos	Assigned Service Delivery Manager	Invitation to advanced bootcamps	Quarterly Virtual Roundtable
Internal promotion to Cloudflare teams	Product roadmap and feature release previews	Access to service quick deploy packages	Join solution brief & brochure development

Expand and strengthen partnership with Cloudflare stakeholders

Authorized Service Delivery Partner Track **Qualification Form**