HMH

Solution Partner Program Guide

MEMBERSHIP AND BENEFITS INFORMATION

GET THE MOST OUT OF YOUR HMH PARTNERSHIP

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INTRODUCTION TO HMH SOLUTION PARTNER PROGRAM

Grow your business with HMH. The HMH Solution Partner Program provides developers, independent software vendors (ISVs), Enterprise Solutions providers, Solutions Integrators, OEMs and other companies with supports to integrate and go to market with HMH, a global leader in K–12 education. Through partnership, you'll gain better business outcomes through innovative integrated solutions, improved customer experience, and expanded market reach. Join the program today and enjoy the benefits of partnership in one of the industry's broadest partner ecosystems.

PROGRAM BENEFITS DESIGNED TO HELP YOUR BUSINESS GROW

The HMH Solution Partner Program provides technical, marketing and sales supports that help you build and deliver solutions to the K–12 market. Benefits increase as members advance program tiers–moving from left to right, as outlined in Table 1.

TABLE 1: MEMBERSHIP BENEFITS (Benefits by Program Tier)

SOLUTION PARTNER	PREFERRED SOLUTION PARTNER	STRATEGIC ALLIANCE
• Access to DevPortal's APIs and tech documents • Access to DevPortal's API sandbox • Limited technical support • Access to set up a Marketplace profile • Access to listing your offering(s) within your Marketplace profile • Marketplace setup support	• All Solution Partner tier benefits plus: • Technical support for API integration validation testing • API integration security audit • Upon approval, ability to utilize our Identity (roster) and other APIs to add value to your offering and end users • Increased presence in the HMH Marketplace • 'HMH-Ready' integrated designation * • A dedicated HMH Partner engagement manager • *Participation in joint marketing activities (webinars, conferences) *Available on an invite only basis	• Strategic Alliance Partners are invite only.

PARTICIPATION LEVELS, REQUIREMENTS, AND PRICING

The HMH Solution Partner Program provides multiple paths to grow your business. Partners can advance from tier to tier at any time by meeting the tier requirements. Table 2 outlines membership requirements for each tier. Table 3 highlights associated costs per tier.

TABLE 2: MEMBERSHIP REQUIREMENTS

SOLUTION PARTNER	PREFERRED SOLUTION PARTNER	STRATEGIC ALLIANCE
• Valid Company • Complementary Solution • Approval from HMH • Accept HMH Terms & Conditions	• Everything in Solution Partner tier plus: • At least one HMH compatible, interoperability verified and approved solution	• INVITATION ONLY

TABLE 3: MEMBERSHIP COSTS BY TIER

SOLUTION PARTNER	PREFERRED SOLUTION PARTNER	STRATEGIC ALLIANCE
• $3,500 annually (waived 1st year)	• $5,000 annually (waived 1st year)	• NA

AVAILABLE HMH INTEGRATION PATHS

IMS GLOBAL LEARN CONSORTIUM ENABLED INTEROPERABILITY:

HMH produces and delivers quality content solutions, which utilize the IMS Global standards to support interoperability. HMH focuses on standards such as Common Cartridge, LTI, QTI, and Open Roster to support integration with other platform solutions and encourage curious learners in learning environments everywhere. Great content is only helpful as long as you can easily access it, and that is why HMH is a proud contributing member of the IMS Global Learning Consortium. We employ IMS Global standards so that teachers and students have the choice to access our quality content in HMH platforms or their school or district solution. Working with HMH by utilizing IMS Global standards to create interoperability allows you to deliver a more valuable solution supporting curious learners..

HMH PROPRIETARY APIS

HMH serves more than 50 million students, teachers, parents, and lifelong learners around the world. By exposing our APIs, our goal is to provide greater opportunities for interoperability and ultimately a more seamless experience for our users. By connecting to our ecosystem, developers can build solutions which are compatible with those that administrators, educators, and learners already know and trust. And by ensuring that our solutions work well together, we can create an even better user experience.

Before you dive in, we encourage you to take some time to learn about HMH and our award-winning products. The FAQ page, now available within the HMH Developer Portal, is a great place to start exploring. This information is designed to help you be successful in leveraging HMH APIs to make learning more dynamic, engaging, and effective. By creating a developer portal and exposing our APIs, we are inviting you to help us build a new learning ecosystem that meets the needs of students, teachers, parents, and lifelong learners.

AVAILABLE APIS

- Identity API (rostering)
- Document API
- Tag API
- Assignment API
- Content API

TECHNICAL SUPPORT

Support for software integration is provided to expedite delivery of HMH and partner interoperable solutions to market. Through Partner Technical Support, Solution Partners have access to tools and resources on the HMH DevPortal and, at a Preferred Partner tier, through their engagement manager.

MARKETING AND EVENTS

HMH is committed to enabling our partners' success and offers a range of resources to build their business and gain exposure to HMH customer and partner base.

1. Solution Partners have access to HMH's Partner Portal, providing Partners with access to HMH marketing materials and product information.

2. Each year, HMH hosts or attends a mix of online and in-person events aimed at helping Solution Partners build technical skills, grow your business, and expand your HMH partnership, many delivered free of charge.

PRESENCE IN HMH MARKETPLACE

Drive more business through participation in the HMH Marketplace. Launched in March of 2016, the HMH Marketplace is rapidly becoming a one-source destination for educators to identify and purchase all of their digital solution needs. Partner with HMH to sell your qualified solutions, reaching our industry–leading customer-base of K–12 buyers. Boost your online presence, share your solution listings, and attract new customers with HMH.

Subject to the requirements of the Solution Partner agreement and/or the Marketplace Terms and Conditions, artners can create a customized profile storefront with listings for HMH integrated and non-integrated offerings.

Optimize your presence and the customer value of your listings by reaching the Preferred Partner tier, attained through integration, verification, and approval of use of the HMH APIs.

Preferred Solution Partners with approved HMH API integrated solutions may be showcased to HMH Marketplace customers through email campaigns, webinars, and in-person events.

HMH reserves the right to review profiles, request partner updates or edits to content, or remove profiles that appear to contain false or misleading claims, erroneous information, or violate HMH Terms and Conditions. HMH may also modify Terms and Conditions as it deems appropriate.

'HMH-READY' SOLUTION DESIGNATION

Solution Partners can differentiate with HMH integrated solutions. Solution Partners can request approval for an 'HMH-Ready' designation if meeting the specific HMH interoperability criteria and requirements. The 'HMH-Ready' designation is available, on an invite basis, to Preferred Partners with approved solutions integrated through HMH's listed interoperability paths. 'HMH-Ready' solutions provide customers with confidence that the solution meets our highest standard of interoperability and security. A solution with an 'HMH-Ready' designation can be identified via an HMH approved and provided label and will be highlighted in the HMH Marketplace for participating Partners. The 'HMH-Ready' designation is solution specific and is subject to the requirements set forth in HMH's Solution Partner agreement and/or Marketplace and DevPortal Terms and Conditions.

SOLUTION PARTNER PROGRAM SUMMARY

Thank you for your interest in the HMH Solution Partner Program.

The HMH Solution Partner Program aids selected partners in integrating their solutions with HMH's world-class education content and offerings, helping partners innovate, improve customer experience, and grow sales.

Please take a moment to complete the online form to start your application process, **accessed here**.