

Pega Partners Program 2026

Summary of Program Announcements



Streamlined, Simplified and Automated: Unveiling an Enhanced AI-Ready Program

The **2026 Pega Partners Program** marks a bold evolution in how we engage, enable, and empower our partner ecosystem. Built for an AI-first world, the program is anchored in a clear, forward-looking vision: to align more closely with how partners drive success through innovation, agility, and measurable outcomes. The enhanced framework is guided by three foundational principles:

- **Streamline:** Aligning framework, benefits, and incentives to drive alignment and synergies between Pega and our partners to drive more effective client outcomes.
- **Simplify:** Making the program easier to navigate by shifting from technical requirements to data-driven, measurable outcomes—highlighting partner impact through successful delivery and business value.
- **Automate:** Leverage AI and automation tools to reduce program management efforts and unlock new opportunities for smarter, faster partner collaboration.

The program transformation is more than a structural update—it's a strategic shift designed to support scalable growth, maximize client outcomes, and enhance operational agility. As AI adoption accelerates and client expectations evolve, we are adopting a model to reward results, build upon a more flexible Pega practice baseline, and improve the overall ease of doing business with Pega.

Program Enhancements

The 2026 Pega Partners Program enhancements introduce targeted updates to help partners thrive in an AI-first world. These changes aim to simplify partner engagement, reward business outcomes, and accelerate joint growth. They include a redefined Practice Health Check focused only on Skills Currency, a simplified Authorization path, a move toward global specializations for broader recognition, and new benefits designed to foster innovation and customer success.



A Simplified Practice Health Check

Beginning next year, Skills Currency becomes the single metric for Practice Health Check achievement, replacing all previous technical requirements and practice ratios. This change empowers you to determine your own practice structure while ensuring your team can deliver the latest Pega technologies. The requirements are straightforward: **75% of your active certified resources must be current on Pega Infinity '24.2 by January 1, 2026**. Health Check will continue as the first step towards becoming eligible to earn any program distinction in 2026.

Pega Partners Program 2026

Introduction of Total Partner Impact (TPI) in Distinctions

To more accurately reflect a partner's contribution to Pega's business growth, we are introducing Total Partner Impact (TPI) bookings into our Specialized and Elite distinctions. This new metric incorporates a comprehensive bookings target that accounts for revenue generated through all engagement models: sourced or co-originated opportunities, co-sell initiatives, and partner reselling activities.

Authorization Becomes Simpler

Authorization achievement will be drastically simplified to only focus on outcomes: two completed projects in the geography. Partners will become Authorized through a straightforward path of successful implementation projects.

Streamlined Specializations With Global Recognition

Specializations will transition from geography-based to global recognition, enabling you to leverage offshore resources and scale across regions. Industry Specializations will include TPI bookings while product Specializations will require completed projects and technical skills.

New Pega Modernization Specialization

This new Specialization will recognize partners for modernizing Pega implementations through expertise in modern UX (Constellation), low-code development, and DevOps methodologies. Aligned with Pega's best practices and latest platform capabilities, will provide an edge in modernization opportunities.

Government Differentiation

Government Specialization and Government Elite will continue to be earned by geography, based on updated requirements which will include TPI bookings targets within this industry.

Simplified Global Elite Requirements

Global Elite will focus on scale and impact requiring a minimum of 300 resources globally and a \$5 million TPI bookings target (with specific minimums of \$2 million in Americas, \$1 million in EMEA, and \$500,000 in APJ). Also, within the TPI booking target, a minimum of \$2 million in Sourced ACV (based on approved deal registrations) will be required.

Specializations in 2026

PRODUCT



1:1 Customer
Engagement



Customer
Service



Pega
Platform

USE CASE (NEW)



Pega
Modernization

INDUSTRY



Communications
& Media



Financial
Services



Healthcare &
Life Sciences



Insurance



Government



Summary of Program Changes

- Practice Health Check continues as a global requirement but only focused on Skills Currency
- Authorization becomes simpler by just requiring completed projects in the geography
- Specializations shift from geography-based to global (except Government)
- Business plans will no longer be required as part of the distinction qualification process
- TPI bookings targets (sourced, co-originated, co-sell and resell) required for Specialized and Elite
- Retirement of Pega Process Mining, Pega Robotic Process Automation, Transportation, and Manufacturing Specializations to streamline the program focus on core strategic areas next year

Automation Arrives to Program Distinctions

Embracing Automation and AI Features

The process to earn distinctions will be significantly streamlined through automation. Partners who meet criteria will be automatically approved, eliminating the need for manual steps. As part of this simplification, business plans will no longer be required to earn distinctions. This evolution reflects our broader commitment to embracing the AI-driven future, with a strong focus on generative AI capabilities. With the recent launch of Athena, our GenAI assistant integrated into the Partner Portal, we are enhancing partner engagement building on our vision for intelligent, AI-enabled collaboration.

New Incentives and Benefits

Pega aaS Upgrade Incentive

When clients choose you for a Pega as a Service upgrade, you will be eligible for incentives equal to 10-15% of the opportunity ACV based on approved delivery plans. The goal is to help accelerate cloud adoption while rewarding your migration expertise.

MDF Specialization Grant

Earn Marketing Development Funds for each specialization achieved, to help you activate your recognition in the market through co-branded demand generation activities. Grants may be stacked and are uncapped, providing substantial marketing opportunities.

Partner Autonomous Enterprise

Receive discounted access to Pega for internal use, based on your program status. Improve your own operations while deepening your team's familiarity with Pega beyond delivery projects, building stronger alignment and advocacy across your organization.

Partner Powered Blueprint

Coming later in 2025, will enable to customize Pega Blueprint with your own best practices, solutions, and branding. Rapidly generate reliable tailored applications and workflows that reflect your methodologies while meeting industry standards and reducing development time.

Blueprint Estimator Tool

Generate accurate level-of-effort estimates from completed Blueprints in minutes. This tool, expected to go-live in Q3 2025, will bring consistency, standardization, and speed to project planning, accelerating your sales cycle and enhancing delivery.

Exclusive Expert Engagement

In 2026, Specialized partners will receive privileged access to dedicated time with Pega Industry Market Leaders (IMLs). This new benefit will enable deeper collaboration and strengthen strategic alignment with Pega's go-to-market initiatives.

Key Dates

- **July 17, 2025:** Partner [webinar series](#) kickoff, full program details and distinction requirements to be published in the 2026 Program Introduction Guide.
- **January 1, 2026:** New program go-live.