Pega Partners Program 2026 Announcements
Frequently Asked Questions (FAQs)

General Program Updates

What are the key objectives of the 2026 Pega Partners Program enhancements?

The 2026 Pega Partners Program has been designed with three primary objectives: streamlining the program to align framework and benefits for partners, simplifying requirements to focus more on outcomes rather than requirements, and automating the program operations and achievements. These changes will make working with Pega much easier, aiming to create better alignment with partners while emphasizing client success and joint revenue growth.

What are the most significant changes in the 2026 Pega Partners Program?

The most significant changes include: transitioning to Skills Currency as the single metric for Practice Health Check, simplifying Authorization to focus only on completed projects, shifting from geography-based to global Specializations (except Government), introducing the new Pega Modernization Specialization, implementing Total Partner Impact (TPI) as a comprehensive booking contribution measurement for Specialized and Elite, simplifying Global Elite requirements, and introducing new benefits such as Partner Powered Blueprint and Partner Autonomous Enterprise.

When do the 2026 Pega Partners Program changes go live?

The new program structure officially begins January 1, 2026. Partners will need to meet the new requirements to qualify for distinctions in 2026. Some benefits, such as the Blueprint Estimator Tool and Partner Powered Blueprint will become available in the second half of 2025.

How does the 2026 program simplify the partner experience?

The 2026 program simplifies the partner experience with some key changes which include:

- Establishing Skills Currency as the single metric for Practice Health Check
- Removing the requirement of an approved business plan to earn distinctions
- Implementing a data-driven achievement approach with automated approval of distinctions once partners meet the requirements without additional application steps.
- Shifting to global recognition for Specializations (except Government) which will help partners use their offshore resources and achievements to meet distinction requirements.
- Removing non-standard requirements, like specific badging, from Specializations

How is the 2026 program adapting to the AI-driven future?

The 2026 program embraces the AI-driven future by emphasizing GenAI capabilities. This includes focusing on Skills Currency to ensure partners can deliver GenAI solutions, introducing the Partner Powered Blueprint that leverages generative AI to transform knowledge sources and process documentation, and shifting to data-driven metrics for program achievements. The recent launch of Athena, our GenAI assistant integrated into the Partner Portal, further enhances engagement opportunities and exemplifies our commitment to intelligent, AI-enabled collaboration.

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Practice Health Check Updates

What is changing with the Practice Health Check in 2026?
Effective January 1, 2026, the Practice Health Check will transition to a single metric: **Skills Currency**. This change empowers partners to determine their own practice structure without baseline ratios for certifications, continues as a global target without forcing partners into geo-based allocation, and establishes Skills Currency as the definitive indicator of practice health for the future, with GenAI capabilities being essential.

What are the Skills Currency targets for 2026?
 The Skills Currency targets for 2026 are:
- January 1, 2026: 75% of the partner's active certified resources must be current on Pega Infinity '24.2 version (for distinction qualification)
- June 30, 2026: 75% of the partner's active certified resources must be current on Pega Infinity '25.1 version (for distinction maintenance and qualification)

Why is Skills Currency becoming the single metric for Practice Health Check?
In an AI-driven future, partner practices are undergoing significant transformation and Pega is evolving alongside them. Rather than emphasizing strict practice ratios or mandating specific technical roles, the focus is shifting toward maintaining current, relevant skills. This change gives partners greater flexibility to define the size and structure of their practices in ways that best suit their business models. Skills Currency remains central, directly influencing partners' ability to deliver GenAI capabilities, support cloud migrations, and uphold program distinctions. With the latest Pega versions incorporating modern UX design like Constellation, partners are also equipped to stay aligned with the platform's evolution.

How will the Practice Health Check be assessed in 2026?
The Practice Health Check will be assessed as a one-time global target with a mid-year uplift. Partners must meet the January 1, 2026 target of 75% active certified resources on Pega Infinity '24.2 to qualify for distinctions and then meet the June 30, 2026 target of 75% on Pega Infinity '25.1 to maintain those distinctions or earn new ones.

How will the Practice Health Check targets be calculated in 2026?
To simplify partner's planning efforts, in the same way it was done for 2025, Pega will establish a **fixed skills currency target for each partner—based on the number of *Active Certified Resources* as of October 1, 2025** and partners will be notified of their 2026 targets by October 15. This hard-number target will reflect the 75% requirement and will apply to both checkpoints, regardless of staff changes during the year.

Example: A partner with 200 Active Certified Resources as of October 1 will receive a fixed target of 150 certified resources at the current version. That number will remain constant for both checkpoints.

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What happens if a partner fails to meet the Skills Currency target by January 1, 2026?

If a partner fails to meet the January 1, 2026 Skills Currency target of 75% of their active certified resources on Pega Infinity '24.2, they will not become eligible to earn distinction in 2026. Previous distinctions, earned in 2025, will be removed and they will need to work to meet the 2026 requirements to pass the Health Check and then earn new distinctions.

Authorization and Specialization Updates

How will the distinction qualification process change in 2026?

Distinctions will continue to be assessed yearly, beginning January 1, 2026 and remain valid for through the calendar year (provided Skills Currency is maintained). All partners must qualify for their distinctions based on the new 2026 requirements. Pega will automate the distinction achievement process so partners can be automatically approved once they meet the appropriate criteria for a given distinction.

Are business plans still required to earn a distinction in 2026?

No, business plans will no longer be required for Authorization or other distinctions in 2026. Planning will continue as a strategic tool for partners to collaborate with their Partner Managers but will not be a requirement to earn distinctions. This change aims to simplify the distinction achievement process as we can automate the partner achievements and recognition.

How is Authorization changing in the 2026 program?

Authorization will continue as a distinction achieved by geography (in Americas, Asia Pacific & Japan and Europe, Middle East & Africa) but will be simplified to only require two completed projects to qualify. Partners may achieve Authorized status by registering their projects, and once the minimum of two completed is met, they will become automatically approved. Also, Authorization will no longer be a pre-requisite to earn Specializations.

What are the requirements for Authorization in 2026?

Authorization will just require a minimum of two completed projects in each geography to qualify. Those "Full Implementations" with go-live dates in the past two years will count for requirements.

How are Specializations changing in 2026?

Specializations will become global distinctions (except for Government, which will remain by geography). Requirements will be updated, removing Authorization as a pre-requisite, plus certain badges and certifications to streamline qualification. Also, a minimum of two completed projects – specific to the product or industry – will continue as a key requirement across most Specializations. TPI bookings targets -specific to the industry- will be included for industry Specializations, replacing deal registrations as a criteria. Full details with requirements by eachSspecialization will be shared with partners in July 2025, as we publish the full 2026 program introduction document.

PEGA Partners

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Which Specializations are being discontinued in 2026?

The following Specializations will be discontinued for next year, being removed from partner profiles by the end of 2025:

- Pega Process Mining
- Pega Robotic Process Automation
- Transportation
- Manufacturing

What is the new Pega Modernization Specialization?

The Pega Modernization Specialization will become a key differentiator for partners who lead in modernizing Pega client implementations. By demonstrating expertise in Modern UX (Constellation), low-code development, and mature DevOps practices—aligned with Pega's evolving platform and best practices—these partners will be recognized for driving impactful, future-ready transformations. Earning this Specialization will offer preferred access to modernization opportunities, positioning partners for greater visibility, competitive advantage, and long-term success in the Pega ecosystem. Full details with requirements will be shared with partners in July 2025, as we publish the full 2026 program introduction document.

What are the requirements for achieving Specializations in 2026?

Specializations in 2026 will continue to emphasize proven delivery success. All partners must complete a minimum of two full implementation projects with two distinct customers, aligned to the relevant product or industry. For industry Specializations (Communications & Media, Financial Services, Healthcare & Life Sciences, Insurance, and Government), partners will also be required to meet TPI bookings targets. For product Specializations (1:1 Customer Engagement, Customer Service, and Pega Platform), requirements will include demonstrated technical skills. To streamline the process, certain badge and certification requirements are being removed.

Why is project registration important in the 2026 program?

Project registration remains essential for partner collaboration with Pega and alignment on client success. In the 2026 program, partners must have two completed projects registered in the Project Registration Tool to qualify for Authorization and relevant Specializations. These projects must be full implementations—representing new workloads or use cases—with go-live dates within the past 24 months. To ensure accuracy and visibility, partners are expected to register new projects promptly and update them every 30 days as they progress toward go-live.

What qualifies as a "Full Implementation" for distinction requirements?

A "Full Implementation" involves a new Pega use case or workload and requires a go-live date within the past two years. Projects categorized as Staff Augmentation or Business as Usual (BAU) do not qualify to earn distinctions. A minimum of two projects with two distinct customers is required for both Authorization and Specializations, ensuring partners can authentically showcase their expertise across multiple clients.

PEGA Partners

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Total Partner Impact (TPI)

What is Total Partner Impact (TPI) and why is it important?
Total Partner Impact (TPI) represents the comprehensive booking contribution made by a partner across all sell engagement models. It measures the total value of opportunities where partners actively participated in winning deals, providing a holistic view of their revenue impact on Pega's business. TPI will be a core component of the 2026 program, with specific thresholds for distinction achievement for Specialized and Elite status.

What types of activities count towards TPI?
 Three types of engagements count toward TPI targets:
- Partner Sourced/Co-Originated: opportunities identified by partners or jointly with Pega
- Co-Sell: active collaboration with Pega sales teams throughout the sales cycle
- Partner Resale: partners purchasing and reselling Pega licenses

For these engagements to count toward program criteria, partners must be listed by an Account Executive in a Pega opportunity with a closed date within the last trailing 12 months.

How is TPI different from previous partner contribution measurements?
TPI provides a more comprehensive view of partner contribution by including all types of sell engagement models, not just deal registrations. It recognizes partners' impact across the entire sales cycle, whether they originated the opportunity, collaborated on the sale, or resold Pega licenses. This holistic approach ensures partners receive proper credit for all their contributions to Pega's business growth.

Global Elite & Government Elite Updates

What are the requirements for Global Elite status in 2026?
Global Elite requirements for 2026 have been simplified to focus on:
- Minimum of 300 resources globally
- TPI bookings threshold of $5 million including minimum contributions per geo: $2 million in Americas, $1 million in EMEA, and $500,000 in APJ
- Within the TPI bookings target, at least $2 million must be sourced/co-originated ACV (through accepted deal registrations)

All other requirements have been removed as criteria for Global Elite eligibility in 2026.

How will sourced/co-originated ACV be measured for Global Elite requirements?
To receive credit for Sourced ACV toward Global Elite requirements, a partner must be linked to the first accepted deal registration associated with the opportunity. Additionally, the partner must be listed by the Account Executive (AE) as either the Source or Co-Originator of the opportunity. Both conditions must be met for the ACV to count toward the partner's bookings contribution.

How are Government Elite requirements changing?

The Government Elite distinction will continue by geography, but deal registration requirements will be removed as the program moves to further recognize partners' impact to Pega ACV. Partners will be required to meet minimum TPI bookings targets – full details to be shared in July. Other existing requirements for Government Elite will continue in 2026.

New Program Benefits

What is Partner Powered Blueprint and when will it be available?

Partner Powered Blueprint is a new intelligent platform that enables Pega partners to customize Pega Blueprint with their own best practices, solutions, and branding—accelerating how they modernize clients' legacy systems. It combines Pega's AI capabilities with partner expertise through a secure, retrieval-augmented generation (RAG) architecture. Partners can rapidly generate tailored applications and workflows that reflect their methodologies while meeting industry standards. This benefit will become available to qualified partners in Q3 2025.

What is the Partner Autonomous Enterprise benefit?

The Partner Autonomous Enterprise benefit will provide partners with discounted access to the full Pega software suite for internal use, based on tiered pricing per their program status. This will enable partners to improve their own operations while deepening their familiarity with Pega beyond delivery teams. Pega will offer an adaptive pricing discount schedule and reduced-cost implementation services, with engagement points throughout the license lifecycle to reinforce value and usage. This initiative aims to reward partners who invest in and utilize Pega solutions internally.

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