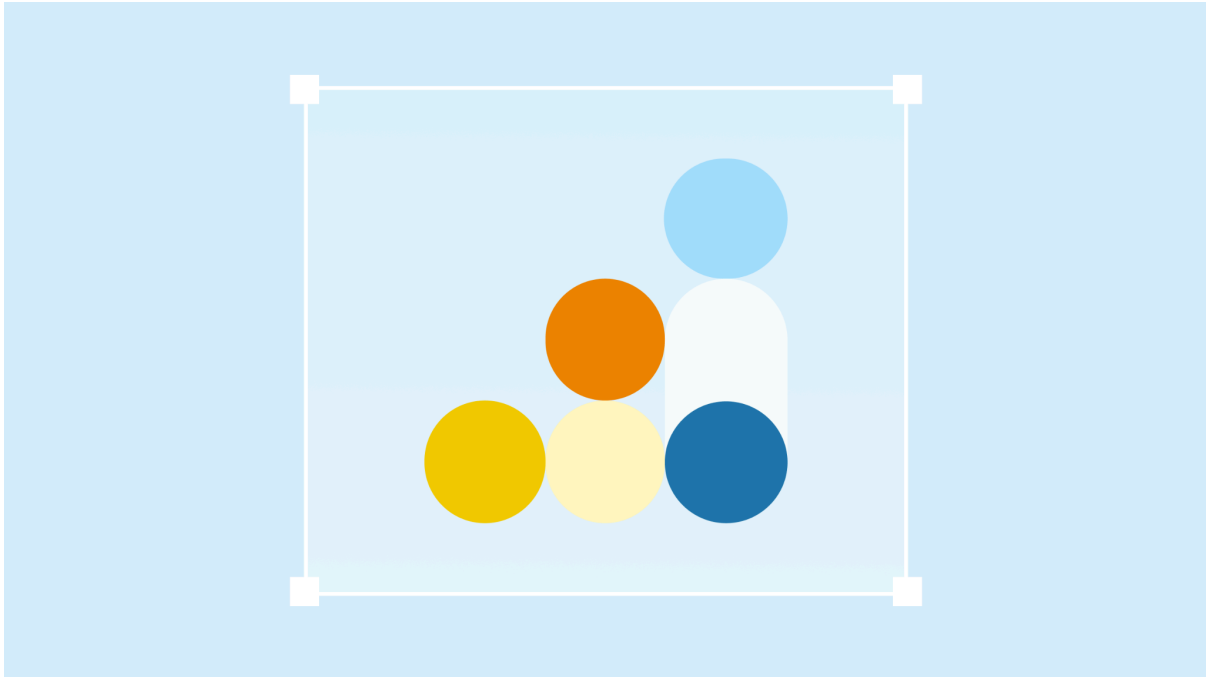


About Bubble Agency Tiers

Updated: Feb 1, 2024



In the ten years since Bubble entered the world of no-code, we've witnessed the birth of a vibrant, booming industry of professional Bubble Developers building apps on our platform for paying clients. Bubble wouldn't be where it is without you, and in gratitude, we're excited to publicly recognize our most engaged, productive Bubble agencies – whether you are one developer or a team of 100 – in the hopes that it helps you win more business and attract even more top-quality no-code talent.

In June 2023, we launched **three official agency tiers** – gold, silver, and bronze – so that prospects searching our directory for high-quality development talent can identify our top partners more easily. Each tier also comes with a unique set of benefits designed to reward those who've reached that level (and encourage others to reach for it, too).

This is just the beginning of our plans to better support our community of professional Bubble Developers, and we hope you're as eager for the future as we are!

Agency tier rewards

Benefits	Gold	Silver	Bronze	New & non-tiered agencies
Unique agency profile page	Yes	Yes	Yes	Yes
Access to Bubble's RFP system for client leads	Yes	Yes	Yes	-
Prioritized positioning in the agency directory	First	Second	Third	-
Access to our Partnerships team for program feedback	Dedicated contact	Dedicated contact	General access	-
Enablement materials to help you pitch Bubble to your clients	Custom	Standard	Standard	-
Business reviews to help you strategize and grow	Yes	-	-	-

Agency tier criteria

The tier you've been assigned will stay in place for one quarter (three months). After that, we'll re-review existing agencies and assign tiers to new agencies that joined during the three-month period.

Starting in 2024, we'll review all agencies on a quarterly basis using the full criteria in the following table. If your tier changes, we'll notify you via email and detail what it means for your agency.

Requirements	Gold	Silver	Bronze
Annualized value generated in the Bubble ecosystem	\$50,000+	\$10,000–\$49,999	\$1–\$9,999
(Q2'24) Average client satisfaction (CSAT)	n/a*	n/a*	n/a*
(2024) Percentage of Bubble-Certified Developers	60%	70%	100%

*updated CSAT requirements will be announced in Q2 2024.

ANNUALIZED VALUE GENERATED IN THE BUBBLE ECOSYSTEM

This metric represents a blended measure of the various ways your agency contributes value to Bubble and Bubble's users. It includes:

- **App-transitioned revenue:** We calculated this figure based on the monthly recurring revenue of an agency's transitioned apps as of yesterday and multiplied it by twelve to arrive at an annualized contribution.
- **Collaboration revenue:** We look at all apps where agencies have been a collaborator for 50+ days and attribute that revenue to the agency. If an app is working with multiple agencies, we'll split the revenue equally between all agencies that have worked on that app for 50+ days.
- **Agency plan revenue:** We calculated this figure based on the number of seats an agency was billed for monthly as of yesterday and multiplied it by twelve to arrive at an annualized contribution.
- **Marketplace revenue:** We calculated this figure based on an agency's contributions to the marketplace. This captures Bubble's revenue share (25%) of the agency's one-time and recurring charges over the past 12 months.

Note: These metrics refer only to revenue visible to Bubble. You will not be asked to report your revenue or share information about your pricing structure.

AVERAGE CLIENT SATISFACTION (CSAT)

When you transfer an app to a client or work as a collaborator on their app, we'll ask them for a [customer satisfaction score](#) (CSAT) out of five. When we assess tiers each quarter, we'll consider your average CSAT score over the most recent quarter. This metric is intended to measure **client satisfaction**.

PERCENTAGE OF BUBBLE-CERTIFIED DEVELOPERS

We launched the official Bubble Developer Certification in 2023; we will track the average percentage of an agency's developers (who hold seats on the agency plan) who are Bubble-Certified Developers each quarter, starting in 2024. This metric is intended to measure **expertise**.

Note: You may notice that the percentage required for the gold tier is lower than that required for silver, which is lower than that required for bronze. We recognize that the most productive Bubble agencies often have seats for people serving in supporting roles, those who are still in training, or new hires who have not yet become certified.

If you have any questions or need to get in touch with our team, email us at partnerships@bubble.io.