

eEye Digital Security Partner Program

FOR NORTH AMERICA RESELLERS

The cost and consequences of maintaining security and compliance are steeper than ever.

As new attack vectors are being exploited, the job of protecting corporate assets is growing more complicated. The need for vulnerability management has created a market opportunity for Resellers to add unified vulnerability management solutions to their product portfolio.

The eEye Digital Security Partner Program is an innovative program designed to help our Reseller partners develop a highly profitable, service-oriented business by including eEye's unified vulnerability management solutions into their customers' solutions. With eEye's award-winning products, dedicated marketing tools, intensive training and partnership interaction, eEye Digital Security is able to turn your staff into experts and position you for growth and profit.

- > **Accelerate your growth** while offering award-winning security products
- > **Increase your profitability** by winning more enterprise wide projects with generous margins to increase your bottom line
- > **Receive expert assistance** with direct access to sales and marketing resources, priority technical support, and a dedicated channel manager.

A TIERED PROGRAM FOR SUCCESS

eEye is committed to the success of its partners with a program designed to meet varying partner sizes and commitment levels including:

- > **Premier Partners:** committed to working with eEye to meet customers' growing security needs with a demonstrated commitment through revenue contribution, training and education, customer support, and partnership with eEye.
- > **Associate Partners:** have a security focus and have made a commitment to developing their eEye business. Associate Partners must allocate resources and have a proven track record in selling and supporting eEye products.
- > **Volume Resellers:** organizations primarily driven by customer requirements or who are in procurement relationships.
- > **Referral Partners:** consultants or trusted advisors that recommend our products to an organization and receive a referral fee.

PROGRAM BENEFITS

DISCOUNTED PRICING on eEye award-winning unified vulnerability management, regulatory compliance, and endpoint protection solutions

DEAL REGISTRATION process for higher margins on closed deals

COMPREHENSIVE web-based sales and technical training

ACCESS TO the eEye Partner portal for sales tools, technical materials, marketing collateral, and deal registration

MARKETING SUPPORT including listing in the eEye partner locator and access to marketing collateral

PRIORITY technical support

ADVANCED notification of product updates

*Some program benefits are level dependent



eEye Digital Security®

PROGRAM OVERVIEW

Requirements	Premier	Associate	Volume	Referral
Meet Profile Demographics and Sign Agreement	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Web-Based Sales Training	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Web-Based Technical Training	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
Minimum Annual Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
eEye Logo on Website	<input checked="" type="checkbox"/>	<i>Selective</i>		
eEye Integration into Security Offering	<input checked="" type="checkbox"/>			

Benefits	Premier	Associate	Volume	Referral
Partner Portal Access with Sales and Marketing Tools	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Deal Registration Protection	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Notification Services	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Use of eEye Partner and Company Logos	<input checked="" type="checkbox"/>	<i>Selective</i>		
Co-Branded Marketing Collateral	<input checked="" type="checkbox"/>	<i>Selective</i>		
Account Alignment	<input checked="" type="checkbox"/>	<i>Selective</i>		
Lead Referral Program and Listing on eEye Website	<input checked="" type="checkbox"/>			
Internal Use License (Ret-CS 64)	<input checked="" type="checkbox"/>			
Dedicated Channel Manager and Business Planning	<input checked="" type="checkbox"/>			
Priority Pre-Sales Support	<input checked="" type="checkbox"/>			

PARTNER WITH EEYE TODAY

eEye Digital Security Channel program has been recognized by Everything Channel as one of North America's top information-technology (IT) vendors for its channel partner program. Together with our partners, we bring best-of-breed products and services to help our mutual customers reduce the cost of security and compliance.

ABOUT EEYE DIGITAL SECURITY

Since 1998, eEye has made vulnerability management simpler, less expensive and more effective by providing the only unified vulnerability and compliance management solution that integrates assessment, mitigation and protection into a complete offering. Thousands of mid-to-large-size private-sector and government organizations trust eEye's award-winning solutions to protect against the latest vulnerabilities.

CONTACT US

Global Headquarters
 111 Theory, Suite 250
 Irvine, CA 92617-3039
 866.339.3732
partner@eeye.com



eEye Digital Security®