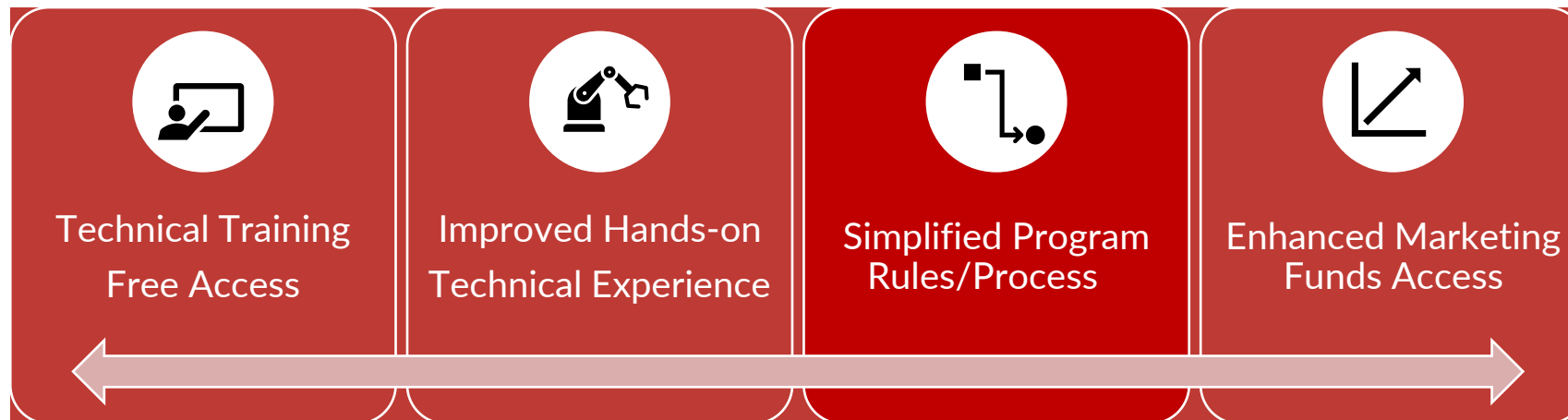


FY23 NetWitness Partner Program for Distributor

NETWITNESS PARTNER PROGRAM

Creating more knowledgeable and self-sufficient partner ecosystem that is better equipped to find, position and win Netwitness opportunities at customers & prospects.



NETWITNESS PARTNER PROGRAM TIERS



- Partners enter the NetWitness Program at this tier
- Access to NetWitness Partner Communities and Partner Training



- Have completed trainings and secured NetWitness Business
- Deal Registration discounts and maintenance renewal program available
- Access to Marketing funds



- Significant NW Revenue
- Have invested in training and revenue
- Identify and close incremental business in area of focus
- Access to Marketing Funds



- Greatest investment in revenue and completed training for Sales, Pre-sales Technical and Professional Services Delivery
- Drive and close Incremental Net New Logo Business
- Access to Marketing Funds

BENEFITS – RESELLER BREAKDOWN

	Deal Registration				Marketing Funds
	Maintenance Renewal	Value	Incremental Expansion	Incremental Net New	All Deals
SILVER*	N/A	Eligible	0%	0%	N/A
GOLD	Eligible	Eligible	5%	10%	Proposal Based Funds
PLATINUM	Eligible	Eligible	10%	20%	Proposal Based Funds
TITANIUM	Eligible	Eligible	15%	30%	Proposal Based Funds

- * Silver Tier Partners must request Deal registration to be submitted by their distributor.

REVENUE REQUIREMENTS

	SILVER	GOLD		PLATINUM		TITANIUM	
	All	Incremental	NW Program Eligible	Incremental	NW Program Eligible	Incremental	NW Program Eligible
ZONE 1	1 Transaction in Fiscal year	80,000	150,000	200,000	400,000	400,000	600,000
ZONE 2		75,000	150,000	150,000	300,000	300,000	450,000
ZONE 3		50,000	100,000	100,000	200,000	200,000	300,000

- **ZONE 1 : USA, Italy, UK, UAE, Saudi Arabia**
- **ZONE 2 : France, Germany, Netherlands, Spain, India, Japan, South Korea, Qatar**
- **ZONE 3 : All Other Countries**

TRAINING REQUIREMENTS

	SILVER	GOLD		PLATINUM			TITANIUM		
	All	Sales	Technical	Sales	Technical	Delivery Service	Sales	Technical	Delivery Services
ZONE 1	Training not required but Highly Recommended	1	1	4	3	1	6	4	2 Cert *
ZONE 2		1	1	3	2	1	4	3	2 Cert *
ZONE 3		1	1	2	1	1	3	2	1 Cert *

**Certified within 12 months of reaching partner status, Except If Titanium Partner used to be DMR.*

DEAL REGISTRATION

Distributors are required to submit deal registrations on behalf of Silver tier resellers. Gold, Platinum and Titanium resellers have the ability to submit their own deal registrations or request their distributor to submit on their behalf.

- It is valid for 180 days
- DR extension is available 45 days prior to expiry for an additional 180 days
- Once expired, re-registration is available and subject to approval

DEAL REG ELIGIBLE

- RSA NetWitness® Platform

DEAL REG NOT ELIGIBLE

- Education Services
- Professional Services
- Customer Services

MAINTENANCE RENEWAL DEAL REGISTRATION

▪ Benefits – Incumbency Protection

- This will be approved as Value Deal Reg only (No DR discount)
- Deal protection and sole access to NSP Discounting

▪ Eligible Partner

- The Partner must be an incumbent, meaning having done business with the end user within the past 12 quarters.
- The partner must be Gold, Platinum or Titanium Level
- The license must be within 120 days of the expiration date.

DISTRIBUTOR BENEFITS & GOALS

- No GAF, only half year KPO's.
- Access to Foundations training (2 SE's).
- Access to CloudShare environment.
- Access to NFR SW (for free).
- No change to Co-Op.
- KPO's % - streamlined.

Theatre	CO-OP	KPO*
North America	1%	1%
Latin America	1.5%	2%
EMEA	1.5%	2%
APJ	1.5%	2%

** Only applicable when ALL KPO's are complete*

Key Performance Objective (KPO)

- Distributors are required to define and agree with Netwitness on Targeted KPO.
- Upon completion of all KPOs as defined by Netwitness, each distributor will be eligible to receive a rebate based on program eligible net revenue.
- Education Services, Professional Services, Maintenance Renewal are excluded from program eligibility.

ADDITIONAL RESOURCES

- **NetWitness Partner Communities**

<https://auth.rsasecurity.com/IMS-AA-IDP/InitialLogonDispatch.do>

NetWitness Partner Communities is the central Hub for all products and program Materials. Partners will have access to full range of sales tools, marketing materials and submit and manage Deal registration opportunities.

- **Submit a case**

<https://nwsite.secure.force.com/WebToCase/>

Partners can submit a case using this form if experiencing any issues with Netwitness systems

- **Not-For-Resale (NFR) Program**

The NFR Program allows partners to purchase software at a deep Discount to install within their labs, allowing them to demo the product internally or with prospects

- **NetWitness Community**

<https://community.netwitness.com/>

This is the NetWitness Product support online community. It is an online route to technical information, solutions, and support including downloads and product documentation.

Thank You

