



PARTNER
PROGRAM



VAULTIZE IMPACT PARTNER PROGRAM

Dear Partner,

By joining the Vaultize Impact partner program, your company benefits from the industry's leading enterprise-grade platform for secure file sharing sync, anywhere access, mobile content management, endpoint encryption, enterprise wiping, google apps backup. This is now combined with industry recognized programs that reward you and help you distinguish your business. As a Vaultize partner, your organization gains exclusive access to resources to help you drive both licence and service businesses, create new opportunities, increase profitability and close deals quickly.



You can realize even more benefits as you grow your capabilities and expertise on Vaultize and with our broader Impact partner network offering complementary solutions and experiences.

Partner with the fastest growing enterprise grade & most secure file sharing mobility company in the industry





About Vaultize

Vaultize is a leader in enterprise file sharing and enterprise mobility. Vaultize's award-winning enterprise platform provides secure file sharing and VPN-free anywhere access to corporate users with end-to-end security, data loss prevention (DLP) and data protection capabilities.

It is the only solution in the world to combine file sharing and anywhere access with mobile content management (MCM) that provide a secure way for enablement of BYOD in the enterprises.

Vaultize is the only solution that does military-grade (AES 256bit) encryption together with de-duplication at source (patent pending) – making it the most secure & efficient solution in the world.

Vaultize has presence in more than 50 countries – including the US & Europe, through its channel network consisting of resellers, master resellers (distributors), system integrators & MSPs.

We are expanding in key markets through a world-wide network of partners. Our partners work with us to leverage each other's competencies and offer a comprehensive data protection solution for the clients. Additionally, Vaultize Impact Partner Program also provides a unique opportunity to the partners to prominently feature their brand (e.g. logo, colors) in Vaultize Web Interface (subject to revenue commitments).

Why Vaultize?

Top Reasons to partner with Vaultize:

- Absolutely 100% Channel Go-To-Market
- Empowering First Mover Advantage through Unique Solutions Offering
- Exponential Revenue Growth through Up-sell & Cross-sell Opportunities
- Superior Benefits & Rewards through Vaultize' Impact Partner Program
- Exclusive Partner Enablement & Support Program
- Provide flexible deployment options that fit your customer's requirements
- Competitive advantage with Vaultize's Enterprise platform approach & comprehensive marketing tools
- Take full advantage of the industry's fastest growing attach rate





TECHNOLOGY ALLIANCE PARTNER

Areas:

- Storage, Security and Data Protection
- Identity Management
- Mobility
- End point security
- Software Applications
- Cloud Services
- Infrastructure Management

Partner Levels:

As a Technology Partner, you can determine the amount of involvement that works best for your organization.

Developer Partner – Vaultize engages with hardware manufacturers and software developers to integrate their technology with our products. Vaultize Developer Partners will be entitled to receive discounts on Vaultize Products, Services, Support, and may obtain access to Vaultize APIs.

Strategic Alliance Partner – Vaultize has established and plans to engage more strategic partnerships with many of the world's most innovative and successful technology companies, whose products, experience and expertise complement Vaultize' business initiatives. Vaultize Strategic Partners have proven success with cross-selling and promoting to a larger global customer base.

Winning together with Vaultize





RESELLER PARTNERS

Become a Reseller Partner!

In a few simple steps, you can register yourself up as a Reseller Partner of Vaultize and offer your customers the industry leading solutions from Vaultize.

Enroll for the Vaultize Reseller Partner Program:

Contact a Master Reseller (Distributor) or local Vaultize Channel Manager

Ensure you have an account with a preferred Vaultize Master Reseller to purchase products to resell. Reseller Partners sell, integrate, and support Vaultize solutions in geographies, industries, and markets around the world. Vaultize assigned channel managers help with the various partner enablement programs, partner rewards programs and initiatives to enable and motivate the channel to achieve the target business revenues.

Access Vaultize Partner Portal

Enroll for the Reseller Partner Program to gain access to sales and marketing tools on our partner portal.

Vaultize is committed to helping you differentiate your business for competitive advantage, maximize your range of opportunities, and accelerate your marketing, sales, and service cycles to reduce time-to-win deals.

VAULTIZE **IMPACT** PARTNER PROGRAM **TIERS & REQUIREMENTS***

A Partnership Tailored to your needs



REGISTERED PARTNER

Your partner organization has expressed a desire or has shown interest in taking the first step towards building a relationship with Vaultize. This basic Tier of partnership with Vaultize provides an introduction to Vaultize's offerings and support that Vaultize offers to help you build your business.



SILVER PARTNER

The partner organisation has met the minimum revenue requirements as specified in Vaultize Business plan and has achieved success in the marketplace with Vaultize's offerings and has taken advantage of Vaultize training for sales and technical staff. As Silver Partners you have access to an array of benefits designed to help you build revenue and meet the needs of our mutual customers including secure web-based information only available to silver partners and above.



GOLD PARTNER^{^^}

The Partner organization has met the minimum revenue requirements and other qualification criteria as specified in Vaultize Business Plan, and are now are experienced in developing and delivering Vaultize solutions and have achieved a high level of competency across all Vaultize offerings demonstrated by your high levels of customer satisfaction. As Gold Partners you will be entitled for enhanced benefits such as an assigned channel manager plus access to internal Vaultize resources that complement the sales & marketing and support tools available exclusively to Gold partners only.



PLATINUM PARTNER^{^^}

As Platinum partner, you have consistently achieved the revenue targets and other alliance partnership goals while attaining highest levels of customer satisfaction across different geographies. As Platinum Partners you will be entitled to receive the richest partner program benefits, including extensive interaction with Vaultize Sales, Marketing and Engineering teams in the joint planning and development of mutually beneficial initiatives and programs.

^{^^} Vaultize Managed Partner -VMP

VAULTIZE **IMPACT** PARTNER PROGRAM **BENEFITS (VPPB)***

As a Vaultize partner you are entitled to financial incentives, training & certification, marketing support, sales and technical support benefits especially designed to help you increase your revenue, expand your reach in the marketplace and develop new business opportunities.

VAULTIZE PARTNER REQUIREMENTS (VPR) *

Partner Requirements by Tier	Registered	Silver	Gold	Platinum
Vaultize certified technical personnel	1	1	2	4
Presence required in 3 or more Metro cities	✘	✘	✓	✓
Vaultize Certified pre-sales personnel	1	2	4	4
Vaultize Certified sales personnel	1 [@]	2	4	6
Quarterly business plan	✘	✓	✓	✓
Revenue Requirements / Goals	NA	As Per Business Plan	As Per Business Plan	As Per Business Plan
Partner Benefits				
Marketing & Branding				
Invitation to partner events and conferences	✘	✓	✓	✓
Partner Branding Program	Certificate	Certificate	Plaque	Plaque
Receive electronic partner newsletter	✓	✓	✓	✓
Access to Vaultize Partner Portal	✓	✓	✓	✓
Marketing Support & Program	✘	✘	✓	✓
Referenced on the Vaultize Web Site	✘	✓	✓	✓
Training				
Discounted instructor-Led Technical Training	✘	✓	✓	✓
Free Sales & Pre Sales Training	✓	✓	✓	✓
Free enablement kit	✓	✓	✓	✓
Technical Support				
24 X 7 Priority Partner Technical Support	✘	✘	✓	✓
Online Business and Technical Information	✓	✓	✓	✓
Sales Support				
Entrance into VIP Program	✘	✘	✓	✓
Assigned Channel Manager	✘	✘	✓	✓
Sales Tools & Product Information	✓	✓	✓	✓
Competitive Information	✘	✓	✓	✓
Customer Evaluation Software / Account	✓ [^]	✓	✓	✓
Not-for resale software	✓	✓	✓	✓
Access to Hardware demonstration units (limited availability)	✘	✓	✓	✓
Vaultize Generated Leads	✘	✘	✓	✓
Opportunity Registration Programs	✓	✓	✓	✓
Sales Incentives for certified sales & pre-sales personnel	✓	✓	✓	✓
Preferred Pricing on deal registration	✘	✓	✓	✓

[@] Vaultize certified/trained sales Personnel. [^] Customer Evaluation Account Only.

* Program Changes - Vaultize reserves the right to review periodically and change the Partner Program at any time, including this Program guide and any terms & condition, requirement or benefit. Vaultize reserves the rights to decide on case to case basis.



Thank you for your interest in joining
the Vaultize Impact Partner Program.

Please contact your local Vaultize
Representative with your queries about
the Vaultize Impact Partner Program or
send an email to partners@vaultize.com

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