



Partner Program

Partners represent a critical component of IntSights' go to market strategy. They work with us at every stage of our business lifecycle from evangelizing the value of tailored threat intelligence, to positioning our capabilities and delivering services to our customers on a global scale.

The IntSights Partner Program is tiered to provide three different levels of support. Each level is designed to maximize collaboration and drive the best business outcomes for both IntSights and its partners.

Tier 1	Tier 2	Tier 3
<p>Strategic Partners* Full enablement package includes:</p> <p>Sales Enablement. Partners receive quarterly comprehensive training on IntSights' offerings including sales strategy, competitive positioning, and product capabilities and roadmap.</p> <p>Partnership Sales Resources and Technical Support. Dedicated resources coordinate and support your efforts to drive opportunities and effectively manage the business and technical relationship.</p> <p>Marketing Dedicated Funds. The IntSights marketing team allocates budget for selected joint events and works closely with your marketing team to develop a partnership marketing strategy that also supports selected PR efforts.</p> <p>SPIFFS and Incentives. Partners have access to our quarterly incentive program which rewards individuals who move opportunities through progressive sales stages.</p> <p>Not For Resale (NFR) Demo Licenses. Partner technical teams gain access to IntSights' demo environment and training on demonstrating the platform's capabilities and value.</p> <p>Account Mapping and Lead Distribution. Partners receive customized quarterly account mapping sessions with the IntSights' sales team to maximize opportunity identification and targeting. Additional sales support is provided by our SDR team for joint lead sharing.</p> <p>Partner Portal Support. From registering opportunities to leveraging marketing collateral and applying for marketing funds, our Partner Portal is designed to better enable partners to leverage IntSights' full capabilities.</p> <p>Competitive Commission Rates and Contractual Terms. IntSights' partners receive the best commission rates on partner-driven deals and flexible contractual terms and conditions. Extended deal registration is offered on pre-approved opportunities.</p>	<p>Business Partners** Enablement package includes:</p> <p>Sales Enablement. Partners receive an annual comprehensive training on IntSights' offerings including sales strategy, competitive positioning, and product capabilities and roadmap.</p> <p>Partnership Sales Resources and Technical Support. Partners benefit from shared resources to coordinate and support efforts to drive opportunities and effectively manage the business and technical relationship.</p> <p>Partnership Sales Resources and Technical Support. Partners benefit from shared resources to coordinate and support efforts to drive opportunities and effectively manage the business and technical relationship.</p> <p>SPIFFS and Incentives. Partners have access to our quarterly incentive program which rewards individuals who move opportunities through progressive sales stages.</p> <p>Account Mapping. Business partners receive semi-annual account mapping sessions with the IntSights' sales team to maximize opportunity identification and targeting.</p> <p>Partner Portal Support. From registering opportunities to leveraging marketing collateral and applying for marketing funds, partners benefit from a platform designed to better enable you to leverage IntSights' full capabilities.</p> <p>Competitive Commission Rates and Contractual Terms. IntSights partners receive the best commission rates on partner-driven deals and standard contractual terms and conditions. Business partners receive 90 day deal registration on pre-approved opportunities.</p>	<p>Fulfillment Partners Enablement package includes:</p> <p>Partner Portal Support. From registering opportunities to leveraging marketing collateral and applying for marketing funds, partners benefit from a platform designed to better enable you to leverage IntSights' full capabilities.</p> <p>Partnership Sales Resources and Technical Support. Partners benefit from shared resources to coordinate and support your efforts to drive opportunities and effectively manage the business and technical relationship.</p> <p>Standard Commission Rates. Fulfillment partners receive the standard commission rates on partner-driven deals and standard contractual terms & conditions. Fulfillment Partners receive 60 day deal registration on pre-approved opportunities.</p>

*Requirements for qualifying include existing IntSights bookings of \$350K ARR or more and a developed funnel of \$500K or more. The majority of opportunities are partner driven.

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