

APPGATE PARTNER NETWORK PROGRAM

Today’s modern enterprises are hybrid, distributed, digital, and global but many of the security solutions have not changed since the 1990’s. This unprecedented growth in capabilities is driving a greater need for unique secure solutions; not only to accommodate today’s needs, but also to deliver scalable solutions your clients require for future growth. That is where Appgate can help.

KEY BENEFITS

Portfolio of leading-edge security solutions allows partners to expand service offerings and tap into exploding cybersecurity market

Program structure gives partners scalable access to various levels of benefit and support

A WORLD OF OPPORTUNITY

Our solutions are built for today’s modern enterprise, and built for the channel. Appgate’s Partner Network enables partners to package their own offerings and participate in a thriving global ecosystem of technology providers. Our leading-edge cybersecurity portfolio will help you expand your offerings into one of today’s fastest-growing and most critical segments with modern,

software-defined and intelligent solutions, helping secure your customers’ applications and infrastructure.

PARTNER CATEGORIES

AGENTS & RESELLERS

Appgate agents and resellers, along with master agents and distributors are able to expand on their own offerings. Appgate provides comprehensive training to this valuable community within the Appgate Partner Network to help enable them to recognize new opportunities and elevate conversations with clients, creating more strategic engagements with their client base.

SERVICE PROVIDERS & SYSTEMS INTEGRATORS

Service providers and systems integrators are the architects of solutions that include numerous hardware and application variables. The teams that Appgate partners with are often the chief advisors for companies that are solving complex problems. Appgate aims to support this community with as little, or as much, as programmatically is needed to incorporate Appgate solutions into practice areas and client solutions.

ALLIANCES




Our alliance partners are valuable members of our ecosystem of technology partners. Appgate recognizes that these partners require bespoke support and solutions. This group is also supported with as little, or as much, as programmatically is needed to incorporate Appgate solutions into practice areas and client solutions if required. Alliance partners often have technology that may be “engineered in” to Appgate or supportive technology such as hardware or cloud technology partners.



PARTNER TIERS

The Appgate Partner Network is structured around three different tiers with unique requirements and benefits.



		
Finders SELECT	Tier Two ADVANCED	Tier One ELITE
The entry-level tier in the partner network No revenue commitment Program benefits to get you started fast	The mid-level tier in the partner network Annual target revenue commitment Access to more program benefits to ensure your success	The highest-level tier in the partner network Annual target revenue commitment Access to 100% of the program benefits offered

RESELLER LEVELS (ALL SOFTWARE PRODUCTS OTHER THAN BRAINSPACE, CANVAS AND INNUENDO)

BENEFIT/REQUIREMENTS	2-ADVANCED	1-ELITE
Annual Target	\$100,000	\$250,000
Lab Install Fee (if applicable)	\$750	Waived
Certification Testing Fee (if applicable)	\$500	Waived
Partner Logo Displayed Appgate Partner Network Ecosystem	Yes	Yes
Services Discount Percentage (other than for Training/Support/Consulting)	25%	30%
Services Discount Percentage for Training/Support/Consulting	10%	15%

* "Finders: Select" tier not available for resellers.

** Note all discount percentages may vary for resale opportunities outside of the U.S.

*** All new resellers in the U.S. are encouraged to work through master distributors.

**** In the event multiple resellers register the same deal, the discount percentage set forth above will be reduced for all resellers (other than the first reseller to register the deal) so that the discount percentage for the first reseller to register the deal is 10% higher than the discount percentage for all subsequent resellers to register the deal. For example, if reseller 1 is in the "Advanced" tier and they are the first to register the deal, their discount percentage on software licenses will be 25%. If reseller 2 is in the "Elite" tier and registers the same deal later on, their discount percentage on the software licenses will not be 30% and instead will be 15%.

REFERRAL LEVELS (ALL SOFTWARE PRODUCTS OTHER THAN BRAINSPACE, CANVAS AND INNUENDO)

BENEFIT/REQUIREMENTS	FINDERS: SELECT	TIER 2-ADVANCED	TIER 1 - ELITE
Annual Target	N/A	\$100,000	\$250,000
Partner Logo Displayed Appgate Partner Network Ecosystem	Yes	Yes	Yes
Services Commission Percentage (other than for Training/Support/Consulting)	12% New Business Renewals	15% New Business Renewals	17% New Business Renewals
Services Commission Percentage for Training/Support/Consulting	3%	5%	10%

SPECIFICATIONS

- Partner has 18 months to achieve their appropriate run rate target. If target is not achieved, the partner will have three months to correct. If not corrected, Appgate has the option to discount or pay commission to the next lowest tier on future business.
- Referral partner must register opportunity in order to qualify for commissions listed above in the manner communicated by the Appgate Partner Network representative (which may include a manual form, email form or website submittal).
- If hardware is involved in quote, the percentages will be paid based on margin Appgate obtains from vendor.
- NRC or pass through charges will not be included in payouts above.
- Appgate reserves the right to make changes, additions and removal of products or services for sale by channel.
- In the event the partner agreement (e.g., referral agreement or reseller agreement) entered into between Appgate and the partner provides for conflicting terms with the terms set forth in this Appgate Partner Program, the terms in the partner agreement will apply and the conflicting terms herein will not be binding.

GETTING STARTED

To join the Appgate Partner Network and become a partner visit www.appgate.com/partners to complete a short application.