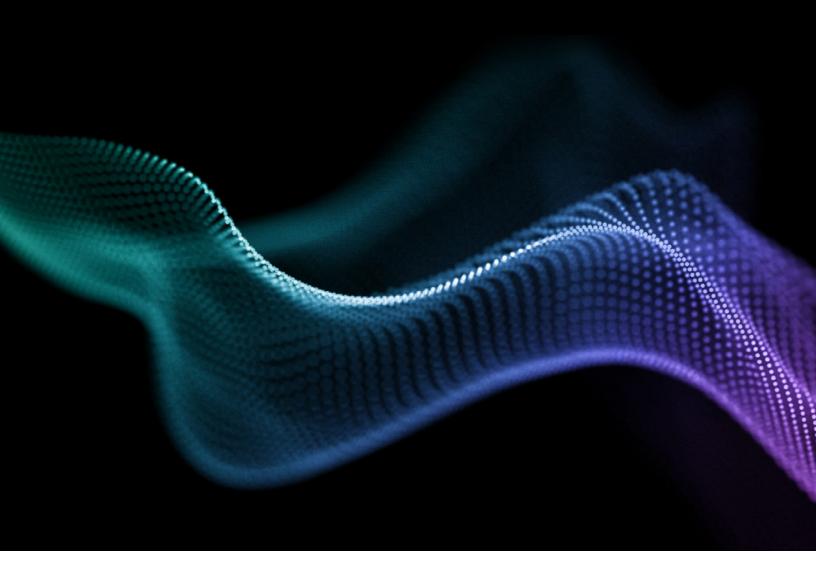
## Forcepoint Partner Program Guide



Forcepoint

**Brochure** 

This Forcepoint Partner Program Guide is designed to provide Forcepoint Channel Partners with an understanding of the requirements and benefits to participate in and to achieve the different levels within the Forcepoint Partner Program.

#### **Partner Levels**

There are three levels within the Forcepoint Partner Program:

- → Authorized: For new Partners beginning their journey with Forcepoint.
- → **Platinum:** For Partners gaining experience with Forcepoint Products, building their professional services and managed services practices and developing their pipeline.
- → **Titanium:** For advanced Partners who have mature Forcepoint practices and are actively engaging to continue to build growth, volume and expertise.

#### **Forcepoint Partner Program Requirements**

The Forcepoint Partner Program has requirements related to annual Net New Bookings, minimum net new transactions and enablement as defined below.

Annual Net New Bookings figures are presented in USD as Annual Contract Value (ACV) of opportunities, as determined by Forcepoint.

PARTNER REQUIREMENTS	AUTHORIZED	PLATINUM	TITANIUM
Minimum Annual Net New Bookings	N/A	T1: \$200K	T1: \$500K
		T2: \$125K	T2: \$350K
		T3: \$40K	T3: \$175K
Minimum Annual # of Net New Transactions	N/A	T1: 4	T1: 8
		T2: 3	T2: 6
		T3: 2	T3: 5

# Partner Level Requirements Notes T1 Countries France, US, UK T2 Countries: Canada, Ireland, Israel, Italy, KSA, Spain, Turkey, UAE T3 Countries: Rest of the world

	AUTHORIZED	PLATINUM	TITANIUM
Partner Enablement Base Requirements	N/A	1 Specialization	2 Specialization

Partners must have a minimum of 2 people complete the required courses and receive the certifications aligned to the Specialization(s) the Partner chooses to pursue for Program compliance. The certifications aligned to each Specialization and Advanced Specialization are outlined in the Forcepoint Enablement Guide. Depending on the Partner's route-to-market(s) there may be additional certifications required to complete a Specialization.

Partners who have not purchased or resold Forcepoint solutions within two (2) calendar years will be removed from the Forcepoint Partner Program during annual compliance. Additionally, Partners who are not in good standing or are not complying with applicable laws and regulations may be removed from the Program at Forcepoint's discretion.

#### **Program Benefits**

#### **Discounts**

Through the Forcepoint Partner Program, Forcepoint makes available a Standard Discount, and depending on Partner level, a Deal Registration Discount and/or a Renewal Discount may also be available. Please note that Forcepoint may make available additional discounts from time to time.

For discussion purposes only, the Standard Discount, Deal Registration Discount and Renewal Discount charts included in this Guide represent Forcepoint suggested discounts.

Please contact an authorized Forcepoint Distributor for actual discounts and pricing. Your Forcepoint Partner Sales Manager and Sales Representative can connect you with an authorized Forcepoint Distributor for valid discount, pricing and quoting details.

#### **Standard Discounts**

Please refer below to the Forcepoint suggested Standard Discounts for new business, Upsell and Cross-sell opportunities that may apply:

PARTNER LEVEL	SUGGESTED STANDARD DISCOUNT	SERVICE OFFERINGS
Authorized	5% - 10%	8%
Platinum	5% - 10%	8%
Titanium	v 5% - 10%	8%

Please refer to the Forcepoint Discount Guide for more information related to the Standard Discounts that Forcepoint makes available.

#### **Deal Registration Discounts**

Please refer below to the Forcepoint suggested Deal Registration Discounts that may apply to opportunities over \$10,000 USD (9,000 Euro and 8,000 Stirling):

PARTNER LEVEL	SUGGESTED DEAL REGISTRATION DISCOUNT
Authorized	15%
Platinum	20%
Titanium	v30%

Please refer to the Forcepoint Discount Guide for more information related to the Deal Registration Discounts and associated process that Forcepoint makes available.

Forcepoint Deal Registration Discounts are made available to the Distributor-of-Choice elected in the Deal Registration request. Certain Forcepoint solutions are not eligible for Deal Registration, including Hardware/appliance warranties, trainings and Services Offerings. Renewal opportunities are not eligible for Deal Registration Discounts, but may be eligible for Renewal Discounts.

#### **Renewal Discounts**

Please refer below to the Forcepoint suggested Renewal Discounts that may apply on certain renewal opportunities:

PARTNER LEVEL	SUGGESTED RENEWAL DISCOUNT
Authorized	15%
Platinum	15%
Titanium	15%

Please refer to the Forcepoint Discount Guide for more information related to the Renewal Discounts that Forcepoint makes available.

#### Partner Use Subscriptions and Demo Lab Access

Forcepoint offers Platinum and Titanium level Partners Go4Labs access and certain hardware and Software Subscriptions for the limited purpose of developing the expertise on Forcepoint Products necessary to sell to and support customers. Please note that certain Products may have a fee associated with them.

Please work with your Forcepoint Sales Representative or Partner Sales Manager to request access to Forcepoint Go4Labs and Partner Use Subscriptions.

Inquiries can be sent to partner@forcepoint.com.

#### Partner-Led Professional Services

Forcepoint continues its strategy to accelerate Partner-led professional services. Our current strategy is designed to allow only Partners and Distributors that have completed the required courses and received the associated certifications and are making the investments to build out a Forcepoint focused service practice to deliver assessments, deployment or managed service offerings that enable our mutual customers to deploy and maintain a robust cybersecurity infrastructure.

#### **Product Training Credits**

Titanium level Partners are eligible to receive Credits for 10 free technical Forcepoint Product training seats and 10 free Forcepoint Product certification exam seats per calendar year. Any unused Credits will expire at the end of each year. These Credits may be applied to technical Forcepoint Product training courses which are eligible for this benefit. Please work with your Partner Sales Manager to receive the Credits and access the free training seats.

#### Compliance

Partner levels are based upon annual performance. Reviews will be held annually in January. However, on a quarterly basis, Forcepoint will review and determine whether Partners achieved the threshold requirements for promotion to the next level at the start of the following Forcepoint fiscal quarter for the remainder of the calendar year. During this quarterly performance review, Partners may be promoted but will not be demoted; demotions will only take place on an annual basis.

Each Partner level has financial and operational threshold requirements which must be met. As further described in this Forcepoint Partner Program Guide, the requirements include minimums for Net New Bookings, minimum net new transactions and enablement.

Forcepoint reserves the right to modify the Forcepoint Partner Program requirements and benefits at any time. The current version of the Forcepoint Partner Program Guide can be found on the Forcepoint Partner Portal.

#### **Definitions**

- → Bookings: the net amount received and recognized by Forcepoint for non-cancellable, non-refundable valid purchase orders resulting from Partner's sales of Forcepoint solutions into a customer.
- → Cross-sell is the selling of an additional Forcepoint solution to an existing customer who has not previously purchased that solution.
- → Distributor-of-Choice: an authorized Forcepoint Distributor selected by the Partners when they register a new opportunity. Once a Deal Registration is approved for each unique opportunity, Forcepoint will only honor the Deal Registration through that Distributor.
- → Extraordinary Sales: any Booking that exceeds 50% of the Partner's annual Net New Bookings total, as determined by Forcepoint.
- → Net New Bookings: the Bookings in relation to a customer who has not purchased Forcepoint solutions before, or the Upselling of Forcepoint solutions into an existing customer or the Crossselling of Forcepoint solutions into an existing customer, all as recognized by Forcepoint.

- → On-Time Renewal Bookings: Bookings on or before the contract Subscription renewal date for the opportunity, as recognized by Forcepoint.
- → Partner in good standing: a Forcepoint Channel Partner who has accepted the Forcepoint Channel Partner Program Agreement, has fulfilled all the requirements of their level on a timely basis, is not past due on payments and maintains compliance with applicable laws and regulations.
- → Upsell is the selling of additional Subscriptions to a customer who has previously purchased the same solution(s).

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#### **About Forcepoint**

Forcepoint simplifies security for global businesses and governments. Forcepoint's all-in-one, truly cloud-native platform makes it easy to adopt Zero Trust and prevent the theft or loss of sensitive data and intellectual property no matter where people are working. Based in Austin, Texas, Forcepoint creates safe, trusted environments for customers and their employees in more than 150 countries. Engage with Forcepoint on www.forcepoint.com, Twitter and LinkedIn.