



# Global Partner Programs Requirements & Benefits

FY2023



Program Guidebook

Forcepoint Public  
March 6, 2023

# Forcepoint Global Partner Program (GPP)

## Who is Eligible?

Forcepoint Authorized, Platinum, and Titanium Partners in good standing.

## Program Enhancements

The GPP enhancements include a few changes to existing requirements, and benefits. Designed to create a collaborative environment, you will also find incentives, superior resources, and training support.

## Partner Levels

The GPP includes the following three Partner levels:

- **Authorized:** for entry level Partners beginning their journey with Forcepoint.
- **Platinum:** Partners who are gaining experience with Forcepoint products and increasing their book-of-business.
- **Titanium:** advanced Partners who have reached higher level of growth, volume, and expertise.

## Annual Partner Performance

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 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 the Partner Requirements chart on the right, the requirements include minimums for Net New (NN) Bookings, training, certifications, quality of customer implementations, and high On-Time Renewal Bookings rates.

## Financial Benefits

The Forcepoint Channel Program has a standard



discount, a competitive Deal Registration discount that varies based on the Partner level, and a renewals Incumbency Protection discount.

For discussion purposes only, the Standard Financial Benefits, Deal Registration Financial Benefits, and Incumbency Protection Financial Benefits charts included in this document include the Forcepoint suggested discounts. Please also note that Forcepoint may make available additional discounts from time to time.

Your Forcepoint Channel Account Manager and Sales Representative can connect you with an authorized Forcepoint Distributor for valid discount, pricing, and quoting details.

## Standard Discount

Please refer to the GPP Standard Financial Benefits table below for the Forcepoint Suggested Standard Discount.

### Standard Financial Benefits- New Logo & Cross Sell

Partner Level	Suggested Standard Discount	Service Offerings
Authorized	5% - 10%	8%
Platinum	5% - 10%	8%
Titanium	5% - 10%	8%

- Deal Registration is subject to Forcepoint's approval in accordance with the current Forcepoint Deal Registration Guidelines.
- Renewal opportunities are not eligible for Deal Registration discount but may be eligible for Incumbency Protection.

- Opportunities with an annual contract value (ACV) less than \$10,000 USD (€9,000 and £8,000) are not eligible for Deal Registration.
- The Discount % in this chart is a suggestion only; actual discounts are at the determination of each Distributor.
- Optimized products are not eligible for Deal Registration discount.

**Deal Registration**

Please refer to the GPP Deal Registration Financial Benefits table for the Forcepoint Suggested Deal Registration Discount.

**Deal Registration Financial Benefits**

Partner Level	Suggested Deal Registration Discount
Authorized	15%
Platinum	20%
Titanium	30%

- Deal Registration is subject to Forcepoint's approval in accordance with the current Forcepoint Deal Registration Guidelines.
- Renewal opportunities are not eligible for Deal Registration discount but may be eligible for Incumbency Protection.
- Opportunities with an annual contract value (ACV) less than \$10,000 USD (€9,000 and £8,000) are not eligible for Deal Registration.
- The Discount % in this chart is a suggestion only; actual discounts are at the determination of each Distributor.
- Optimized products are not eligible for Deal Registration discount.

Please refer to the Forcepoint Deal Registration Guidelines for additional information about the process and benefits, and to the Forcepoint Deal Registration Product Eligibility for the list of eligible products.

Deal Registration Financial Benefits are made available to the Distributor-of-Choice selected in the Deal Registration that is quoted by Forcepoint and wins the deal as determined by Forcepoint. The Partner can be quoted by other Distributors without Deal Registration benefits.

Hardware/Appliance warranties, Trainings, and Services Offerings are not eligible for Deal Registration.

Renewal opportunities are not eligible for Deal Registration. Instead, Forcepoint automatically makes available renewal protection to the Incumbent Partner. This protection is available to all Incumbent Partners in good standing regardless of level.

**Renewals and Incumbency Protection**

In relation to renewal opportunities and Incumbent Partners in good standing, Forcepoint will make available a pricing advantage Incumbency Protection. Please refer to the GPP Incumbency Protection Financial Benefits table for the Forcepoint Suggested Incumbency Protection Discount.

**Incumbency Protection Financial Benefits**

Partner Level	Suggested Deal Registration Discount
Authorized	10%
Platinum	15%
Titanium	15%

- The Discount % in this chart is a suggestion only; actual discounts are at the determination of each Distributor.

Incumbency Protection pricing advantage is designed to protect upcoming renewals for Incumbent Partners. All active Authorized, Platinum, and Titanium Partners are eligible to qualify for Incumbency Protection.

The Incumbent Partner is the last Partner that sold the product subscriptions being renewed into the customer's account, within the previous 24 months of the subscription expiration date and maintains Incumbency status at the time of the renewal. Incumbency Protection will only apply to the actual products on the order immediately preceding the subscription renewal for such products. Please refer to the Forcepoint Deal Registration Guidelines for additional information about the process and benefits.

To ensure Incumbency Protection is applied to the renewal opportunity, Forcepoint recommends that Incumbent Partners request a quote 30-60 days prior to the renewal date.

**Distributor and Partner Quoting**

Partners should request a quote from their preferred Distributor. Pricing and discount percentages are established between the Partner and Distributor.

Forcepoint will not dictate or determine pricing or discount percentages that Partner may receive from Distributor.

For clarity, any discount percentages provided or referenced herein represent the suggested percentages.

By requesting a quote from a Distributor, Partner authorizes Forcepoint to provide access and visibility into the opportunity records and information to Distributor relevant for quoting needs. Forcepoint is aligned to a 2-Tier Distribution model. Unless prior approval is obtained from Forcepoint, a Distributor must be selected by the Partner for each opportunity.

## Program Benefits

**Forcepoint offers a variety of benefits designed to contribute to your continued success.**

### **Forcepoint Go4Labs Access and Partner Use Subscriptions.**

Forcepoint offers Platinum and Titanium Partners Go4Labs access and certain hardware and software subscriptions for a limited period of time to gain familiarity with Forcepoint products and thus better 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 Channel Account Manager to request access to Forcepoint Go4Labs and Partner Use subscriptions. Inquiries can be sent to [partner@forcepoint.com](mailto:partner@forcepoint.com).

### **Partner-Led Professional Services**

Forcepoint continues its strategy to accelerate Partner-led Professional Services. Our current strategy is designed to emphasize Partner-led Professional Services through making investments to help Partners build a Forcepoint Services Practice, to increase Partner skills in our SASE portfolio, and to better enable our mutual customers to deploy a robust cybersecurity infrastructure.

### **Product Training Credits**

Titanium level Partners will receive 10 free technical

product training seats and 10 free certification exam seats per year. Any unused seats will expire at the end of each year.

All Forcepoint product training courses are eligible for this benefit.

Please work with your Channel Account Manager to access the free training seats.

## Partner Incentives

### **Partner Performance Rebate**

Forcepoint has a Partner Performance Rebate for Titanium level Partners only. It is based on Year-over-Year Bookings growth using Forcepoint sales metrics for the previous calendar year and current year On-Time Renewal Bookings. At the conclusion of each calendar year, Forcepoint will compare the Partner's Bookings against the provided sales target. The resulting achievement will be used to calculate the amount of the Rebate.

- When a Partner is promoted to the Titanium level, they will be eligible for the Partner Performance Rebate starting on the date of the promotion, on a prorated basis.
- Forcepoint reserves the right to exclude Extraordinary Sale(s) from the Bookings for the Performance Rebate calculation.
  - For the purpose of calculating the Performance Rebate, one unique opportunity, as determined by Forcepoint, may contribute to no more than 33% of the Partner's total Bookings.
  - Any adjustments made will be communicated directly to the Partner.

Please refer to the Forcepoint Global Partner Program Titanium Partner Rebate guide for more information on the Rebate, including the specific terms and conditions.

# Glossary

**Partner in good standing:** a 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 to Distributor and/or Forcepoint, and has an acceptable and consistent On-Time Renewal Bookings rate.

**Net New (NN) Bookings:** the non-cancellable, non-refundable sale of Forcepoint solutions into a customer who has not purchased Forcepoint solutions before, or the Upselling of solutions into an existing customer, or the Cross-selling of solutions into an existing customer, all as recognized by Forcepoint. Upsell is the selling of additional subscriptions to a customer who has previously purchased the same solution(s). Cross-sell is the selling of a Forcepoint solution to an existing customer who has not purchased that solution before.

**On-Time Renewal Bookings:** the non-cancellable, non-refundable renewal sale of Forcepoint solutions on or before the contract subscription renewal date for the opportunity.

**Distributor-of-Choice:** an authorized Forcepoint Distributor selected by Partners when they register a new opportunity, and once approved, Forcepoint will honor the Deal Registration discount only through that Distributor, per unique opportunity.

**Extraordinary Sales:** any Booking that exceeds 50% of the Partner's annual NN Bookings total, as determined by Forcepoint.

# Program Requirements

- Partners must be in good standing to remain in the GPP.
- Partners may be removed from the GPP for failure to comply with GPP rules as well as local country rules, laws, and regulations.
- Partners may be removed from the GPP for failure to comply with GPP training and certification requirements, or if a Partner consistently delivers poor-quality customer implementations and is unable to rectify any quality problems.
- Partners must maintain a consistent and high On-Time Renewal Bookings rate. Failure to execute along these lines could result in the ceasing of Partners' ability to conduct renewals on behalf of Forcepoint.
- In the below chart, the Annual Net New Bookings figures are presented in USD as Annual Contract Value (ACV) of opportunities, as determined by Forcepoint.

## Partner Level Requirements

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

Cert Requirements	Region	Authorized	Platinum	Titanium
Sales	T1	1	4	8
	APAC	1	2	6
	EMEA	1	2	5
	LATAM	1	2	6
Admin	T1	1	3	5
	APAC	1	2	8
	EMEA	1	1	2
	LATAM	1	2	4

### Partner Level Requirements Notes

- T1 Countries: France, US, UK
- T2 Countries: Canada, Ireland, Israel, Italy, KSA, Spain, Turkey, UAE
- T3 Countries: Rest of world

Note: Standard Financial Benefits, Deal Registration Financial Benefits, and Incumbency Protection Financial Benefits may vary for Global Government (G2) Opportunities.