



Global Partner Program

EMPOWER • INNOVATE • GROW



Protecting the human point.



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Forcepoint is transforming cybersecurity by focusing on what matters most: understanding people's intent as they interact with critical data and intellectual property wherever it resides. Our uncompromising systems enable companies to empower employees with unobstructed access to confidential data while protecting intellectual property and simplifying compliance.

Forcepoint was formed in 2016 as a result of the combination of the user protection, data security and cloud expertise of Websense, the insider threat and analytics of Raytheon, the next-generation network protection capabilities of Stonesoft, the cloud application protection and visibility of Skyfence CASB (Cloud Access Security Broker) and most recently, the security analytics capabilities of RedOwl. These five businesses integrate decades of front-line experience across many domains of cybersecurity, from Fortune 100 enterprises and mid-sized businesses in every industry, to the world's most highly-secure defense, intelligence and law enforcement agencies. Based in Austin, Texas, Forcepoint protects the human point for thousands of enterprise and government customers in more than 150 countries.

There's never been a better time to be a Forcepoint Partner

Unmatched Technology— Forcepoint is Different

No other company brings together decades of experience and the financial commitment necessary to build and deliver sophisticated, integrated systems the way we do. We are uniquely structured to turn expertise gained on the harshest cyber frontlines into efficient, easy-to-use commercial products. That's why organizations around the world rely on Forcepoint to reduce risk and handle threats—it allows them to focus their full attention on what matters most to them. As our partner, you and your customers benefit from our experience and are invited to grow with us.

Profitability Growth— Benefits That Will Drive Business Opportunities and Boost Margin

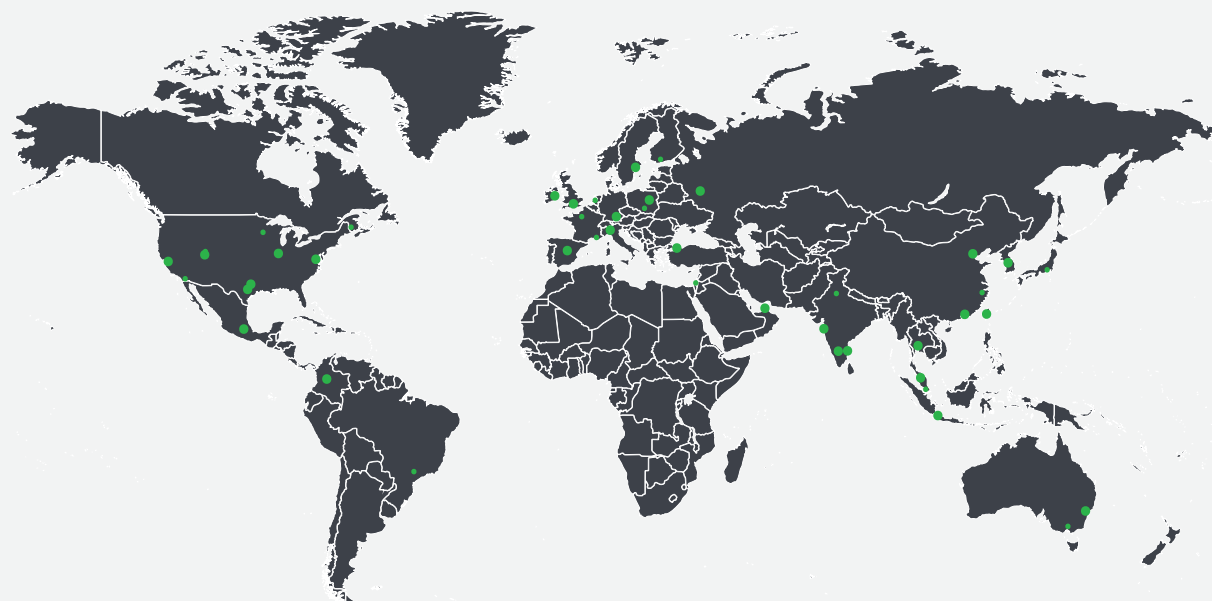
As you progress through each tier of our program, your profit opportunities increase. Our program

provides financial differentiation to partners, including deal registration, tiered price structure, incumbency protection, incentive programs, access to marketing development funds and other programs driving our partners' profitability. The Forcepoint Partner Program ensures you will be properly enabled, motivated and financially compensated for selling our products.

Our Channel Roots are Deep— Your Success is Our Success

Our partner relationships around the world are the foundation of our success. Many of them go back years and stand as a testament to our commitment. With differentiated solutions, our partner program is designed to drive partner profitability and a long history of channel activity. That's why Forcepoint is the ideal partner to help you grow your business.

Forcepoint's Global Footprint



A Recognized Market and Technology Leader

Gartner

2017 Enterprise Data Loss Prevention MQ: **Leaders Quadrant**
2017 Critical Capabilities for Enterprise DLP: **Highest Product**
Store in Regulatory Compliance Use Case
2017 Enterprise Network Firewalls MQ: **Top Visionary**



2017 DLP Market Quadrant: **Top Player**
2017 APT Protection Market Quadrant: **Top Player**
2016 APT Protection Market Quadrant: **Top Player**
2016 Corporate Web Security Market Quadrant: **Top Player**
2016 Secure Email Gateway Market Quadrant: **Top Player**

FORRESTER®

2016 Forrester Wave: Data Loss Prevention Suites: **Leader**
2015 Forrester Wave: SaaS Web Content Security Wave: **Leader**



2016 IDC MarketScape: WW Web Security: **Leader**
2016 IDC MarketScape: Worldwide Email Security: **Leader**
2016 IDC MarketScape: SaaS Email Security: **Leader**
2016 IDC MarketScape: Hardware Email Security: **Leader**



2015 **Best** Web Content Management Solution
2015 **Best** DLP Solution-EMEA
2015 SureView Insider Threat Review
2014 **Best** Advanced Persistent Threat (APT) Protection



2017 NSS Labs **Recommended**: Next Generation Firewall
2016 NSS Labs **Recommended**: Next Generation Firewall
2016 NSS Labs **Recommended**: Next Generation IPS



Program Overview

The Forcepoint Global Partner Program is a multi-tier program available to Value Added Reseller (VARs), Direct Market Reseller (DMRs), Managed Security Service Providers and System Integrators. With four levels – Platinum, Gold, Silver and Associate – you earn more benefits as you progress through the tiers. Each program tier has its own set of financial and technical competency requirements.



Program Structure

Platinum Partners

Platinum Partners are rewarded with the highest level of benefits, the largest tier-based discount off list price, access to deal registration, participation in incentive programs, access to Marketing Development Funds (MDF), and invitations to exclusive partner events. This status is reserved for partners who have made a significant commitment to actively sell Forcepoint solutions and maintain a well-trained team. Platinum partners are required to meet training and annual billing requirements.

Gold Partners

Gold Partners are rewarded with significant benefits, including access to deal registration, incentive programs,

training and access to marketing tools. Gold partners are required to commit to training and they must meet the minimum annual billing requirements.

Silver Partners

Silver Partners must meet a minimum annual billing threshold and training requirements. Benefits include deal registration, access to evaluation units, marketing programs and materials.

Associate Partner

There are no minimum requirements to become an **Associate Partner**. These partners have access to certification and training. Associate Partners are contingent on Forcepoint's approval.



As a security vendor we have three fundamental responsibilities. First, deliver cutting edge products and solutions that solve the security problems our mutual customers face every day. Second, provide the training that enables each of you to represent our solutions effectively. Last but not least, communicate openly and consistently, so we can support and grow our relationship together. — Forcepoint





Sales Support
and Incentives



Marketing



Technical and Sales
Training and Certifications



Deal Registration

Key Partner Benefits

- ▶ **Sales Support and Incentives.** Sales support includes discounts based on value-add, competitive pricing, account management, business planning, lead distribution and competitive analysis.
- ▶ **Marketing.** As a partner you have access to consistent, interactive communication with Forcepoint. You will have secure access to the Partner Portal for sales and marketing support materials, competitive information, and sales tools that can help you win deals. You will also have access to an automated campaign platform that will help you turn leads into sales. Access to this platform has no cost to our top partners.
- ▶ **Technical and Sales Training and Certifications.** At Forcepoint, we strongly believe that educated partners are better partners. Forcepoint University arms you with the skills you need to succeed. Partners have global access to a comprehensive selection of online and classroom-based sales and technical training courses. Additionally, Forcepoint offers in-depth technical certifications that enable partners to demonstrate their competency and help them meet their tier technical requirements.
- ▶ **Deal Registration.** The Forcepoint Deal Registration program is designed to provide enhanced profitability opportunities for eligible Global Partner Program members. This global offering rewards our partners with recommended financial incentives for the pre- and post-sales investments associated with securing new sales opportunities and retaining current customers. Deal Registration provides our partners the potential to protect and enhance their discounts on eligible New, Renewal, and Upgrade opportunities (collectively referred to as “Deal Registration”).



Partner Program Benefits

	Platinum	Gold	Silver	Associate*
Sales Support and Incentives				
Tiered Pricing Structure	✓	✓	✓	
Incumbency Protection	✓	✓	✓	
Net New Customer Deal Registration	✓	✓	✓	
Participation in Incentive Programs	✓	✓	✓	
Notification of Promotions or Special Offers	✓	✓	✓	
Not for Resale (NFR) Licenses	✓	✓	✓	
Not for Resale (NFR) Appliances	✓	✓		
Channel Account Manager Access	✓	✓		
Participate in Promotional Rebates	✓	✓		
Business Planning	✓			
Marketing				
Promotional Use of the Partner Logo	✓	✓	✓	
Access to Automated Campaign Platform	✓	✓	✓	
Access to Partner Portal	✓	✓	✓	
Access to Monthly Channel Communication	✓	✓	✓	
Access to Competitive Information	✓	✓	✓	
Access to Web Syndication tool	✓	✓	✓	
Case Study Collaboration	✓	✓	✓	
Access to Marketing Development Funds	✓	✓	✓	
Invitation to Partner Conference	✓	✓		
Find a Partner Listing at Forcepoint.com	✓			
Training and Development				
Complimentary Sales Training at Forcepoint University	✓	✓	✓	
Discounted Technical Training at Forcepoint University	✓	✓	✓	
Invitation to Meet The Experts Training	✓	✓	✓	
Priority Training Reservations	✓	✓	✓	
End User Satisfaction Survey Feedback	✓	✓		
Eligible for MDF-funded Training in Forcepoint University	✓			

*Associate Partners have the right to sell licenses to Forcepoint products with limited access to benefits.

Join Our Partner Program Today!

Join the Forcepoint Global Partner Program today and discover how we can help you further expand your business, profitability and success.

How to become a partner:

- ▶ Go to the Forcepoint Global Partner Program page on the Forcepoint site:

<https://www.forcepoint.com/partners/global-partner-program>

- ▶ Click on your respective region under “Become a Global Partner:”

Americas/Japan:

<https://www.forcepoint.com/partners/partner-enrollment-NA>

CALA (Central American, Latin America):

<http://forcepoint.com/partners/partner-enrollment-CALA>

EMEA (Europe, Middle East, and Africa):

<http://forcepoint.com/partners/partner-enrollment-EMEA>

APAC (Asia Pacific and Australia Continent):

<http://forcepoint.com/partners/partner-enrollment-APAC>

- ▶ Fill out your enrollment form online
- ▶ Accept the partner agreement
- ▶ You will receive a notification email within 1 to 2 days

Forcepoint is continually leading the way in protecting IP with systems that eliminate security blind spots by understanding people’s behaviors and motivations as they interact with critical business data everywhere.

Forcepoint relies on its partners to deliver transformative solutions that ensure our mutual customers get a fast return on their security investments while “freeing the good” to boost organizational productivity. Our deep history of partnerships and countless opportunities for knowledge exchange are essential for us to continue to fuel cybersecurity innovation across the globe. Together, we can provide true, uncompromising security for our people and data for years to come.



ABOUT FORCEPOINT

Forcepoint is transforming cybersecurity by focusing on what matters most: understanding people's intent as they interact with critical data and intellectual property wherever it resides. Our uncompromising systems enable companies to empower employees with unobstructed access to confidential data while protecting intellectual property and simplifying compliance. Based in Austin, Texas, Forcepoint supports more than 20,000 organizations worldwide. For more about Forcepoint, visit www.forcepoint.com and follow us on Twitter at @ForcepointSec.

CONTACT

www.forcepoint.com/contact

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