

# AppGate Partner Network Program

Today's modern enterprises are hybrid, distributed, digital, and global. This unprecedented growth in capabilities is driving a greater need for secure solutions; not only to accommodate today's needs, but also to deliver the headroom your customers require for future growth.

## A NEW COMPANY. A NEW PARTNER. 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.

### KEY BENEFITS

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

Three-tier program structure gives partners scalable access to various levels of benefit and support

## PARTNER CATEGORIES

### Agents & Resellers




AppGate agents and resellers 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.

## PARTNER TIERS




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

 <p><b>SELECT PARTNER</b></p>	 <p><b>ADVANCED PARTNER</b></p>	 <p><b>ELITE PARTNER</b></p>
<p>The entry-level tier in the partner network</p> <p>No revenue commitment</p> <p>Program benefits to get you started fast</p>	<p>The mid-level tier in the partner network</p> <p>Annual target revenue commitment</p> <p>Access to more program benefits to ensure your success</p>	<p>The highest-level tier in the partner network</p> <p>Annual target revenue commitment</p> <p>Access to 100% of the program benefits offered</p>

## Reseller Levels Software

Benefit/Requirements	SELECT 	ADVANCED 	ELITE 
Annual Target	N/A	\$100,000	\$250,000
Lab Install Fee (if applicable)	\$5,000	\$5,000	Waived
Certification Testing Fee (if applicable)	\$1,000	\$1,000	Waived
Partner Logo Displayed AppGate Partner Network Ecosystem	Yes	Yes	Yes
Services Discount Percentage (other than for Training/Support/Consulting)	20%	25%	30%
Services Discount Percentage for Training/Support/Consulting	5%	10%	15%
Services Discount Percentage for Training/Support/Consulting	5%	10%	15%

## Referral Levels - All Products

Benefit/Requirements	SELECT 	ADVANCED 	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.
- Partner must register opportunity in order to qualify for discounts/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.

### GETTING STARTED

To join the AppGate Partner Network and become a partner, visit [www.appgate.com/partners](http://www.appgate.com/partners) to complete a short application.