



Delinea North American Partner Program

Join Delinea to grow your sales and profits with a leader in Privileged Access Management and security solutions

With over 180,000 IT administrators using our software globally, demand for our products is constantly increasing and we're looking for dedicated partners to sell, support and extend our Identity and Access Management solutions. Boost your sales and market share by offering your customer's the best value for solving the urgent business challenges of managing and protecting privileged password credentials. Fastest to deploy and easiest to use, your customers will find Delinea solutions simply indispensable.

✔ Why become a Delinea Partner?

- Bring your customers industry-leading enterprise password management tools.
- Most comprehensive coverage of your privileged attack surface.
- Highly usable security and cloud ready.
- Increase your revenue base – sell more solutions with significant margins, positioning your organization to sell additional implementations and services.
- Delinea Partner Portal with on-demand training, sales and marketing resources.

✔ We make your task even easier.

- The market for Privileged Access Management (PAM) products is growing rapidly and globally.
- Compared to other solutions in the market, Delinea solutions are more simpler and faster to implement.
- Delinea solutions are available as an on-premise solution as well as a cloud solution.
- Trial and demo licenses are available to show and test Delinea software.
- Use our best practice templates to quickly solve real business problems for your customers.

Cash in on Delinea Rewards

- Earn up to \$1,500 per qualifying deal registrations.
- Partner Sales AE's and Pre-Sales Engineers are both eligible to earn cash rewards on qualifying deal registered opportunities that move through the Delinea sales funnel.
- Bonus award up to \$500 for completing select online training and certifications.

✔ Delinea Authorized Reseller

Join us in selling the best value in enterprise-class privileged access management tools!

- Do you already sell and support enterprise-level IT Infrastructure, IT Security or compliance-focused solutions?
- Do you offer complimentary software/hardware?
- Do you offer professional services related to IT security?
- Do you have an existing customer base that has a need for Identity and Access Management tools?
- If the answer on two of the above questions is yes, we would like to work with you.

Lets get in touch to determine which certification level best fits your organization. See for program types, benefits and requirements the next page.

✔ Delinea Technology Partners

As a Delinea Technology Partner you gain:

- A share in the rapidly growing market for PAM technology solutions.
- Expert software and technical resources for integration assistance.
- Access to our Delinea Partner Portal providing technical, training, sales and co-marketing resources.

Delinea software solutions deliver a seamless, integrated security experience for your customers with robust API capabilities and out-of-the-box integration day one. See how you can boost sales with Delinea PAM solutions that complement technologies for SIEM, vulnerability scanning, user activity monitoring and more.

✔ Delinea Trusted Advisor Partners

The Delinea Trusted Advisor Program is a great way to work with Delinea for Consultants that are seen as a Trusted Advisor by the customer and not in a position to resell. The Trusted Advisor can choose their level of involvement but ideally the Trusted Advisor works with Delinea and the prospect throughout the sales cycle up until deal closure. To become a Trusted Advisor, sign up using the Delinea Partner Sign Up Form.

Trusted Advisor rates and Partner discount overview available upon request. Please find, Trusted Advisor Program T&Cs [here](#).

Partner Program Key Features

Simple, focused program designed with benefits and incentives that help you build and grow your business.

- Deal registration and margin protection
- Delinea partner portal
- Partner communications
- Online sales and technical training
- Sales and marketing resources
- Demand generation assistance
- Delinea Rewards incentives

Pending on the certification level:

- Technical classroom training
- Certified consultant training
- Dedicated partner manager



Become a Partner Today!

delinea.com/partners/partner-application

OVERVIEW

North American Partner Program

	Authorized Reseller	Technology Partner	Trusted Advisor
PROGRAM BENEFITS			
SALES SUPPORT			
Access to Partner Portal	✓	✓	✓
NFR Software (Demo, Testing use only)	50% discount	FREE	
Internal Use Software (Production, Non-Demo Use)	50% discount	50% discount	
Sales Tools & Support	✓	✓	✓
Named Channel Manager	✓	✓	
MARKETING SUPPORT			
Lead Gen Program	Eligible		
Marketing Tools & Support	✓	✓	
Co-Marketing & Support	✓	✓	
Marketing Funds	Eligible	Eligible	
Partner Directory Listing	✓		
BUSINESS SUPPORT			
Deal Registration and Margin Protection	✓		✓
Delinea Rewards Program	✓		
ENABLEMENT			
Online Sales & Technical Training	✓	✓	✓
Onsite Sales Training	✓	Eligible	
Access to Technical Resources	✓	Eligible	
PROGRAM REQUIREMENTS			
CERTIFICATION			
Sales Certification	1 Sales rep	1 Sales rep	Dependent on consultancy approach
Sales Engineer Certification	1 Engineer*	1 Engineer*	Dependent on consultancy approach
Advanced Technical Certification	✓		Dependent on consultancy approach
BUSINESS REQUIREMENTS			
Annual Delinea Revenue (or)	\$175,000	N/A	N/A
Business Plan	N/A		N/A
Cost to Participate	N/A	\$5,000	N/A

* These can not be the same persons as the Sales Certified Reps

Delinea

Delinea is a leading provider of privileged access management (PAM) solutions that make security seamless for the modern, hybrid enterprise. Our solutions empower organizations to secure critical data, devices, code, and cloud infrastructure to help reduce risk, ensure compliance, and simplify security. Delinea removes complexity and defines the boundaries of access for thousands of customers worldwide. Our customers range from small businesses to the world's largest financial institutions, intelligence agencies, and critical infrastructure companies. delinea.com