

# THYCOTIC PARTNER PROGRAM

Join Thycotic to grow your sales and profits with a leader in Privileged Account 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 Thycotic solutions simply indispensable.

**Thycotic Rewards gives you a flexible program to help you get started selling Thycotic solutions, get trained, and close more business.**

## **EARN \$250 ON EVERY REGISTERED DEAL!**

**Register any opportunity valued at over \$5,000 for Thycotic Secret Server, Password Reset Server or Group Management Server to get your reward. Ask us for details or visit our website**

**[www.thycotic.com/partners/thycotic-rewards/](http://www.thycotic.com/partners/thycotic-rewards/)**

### **Why become a Thycotic Partner?**

- Bring your customers industry-leading enterprise password management tools
- Increase your revenue base – sell more solutions with significant margins
- Earn Thycotic Rewards and protect margins by registering deals
- Thycotic Partner Portal with on-demand training, sales and marketing resources

### **To make your task even easier:**

- The market for Identity and Access Management products is growing rapidly and globally
- Thycotic solutions are simple and fast to implement– no complex software installs!
- Trial and demo licenses are available to show and test Thycotic software
- Use our best practice templates to quickly solve real business problems for your customers

# CHOOSE THE PARTNERSHIP THAT WORKS BEST FOR YOU



## Thycotic Resellers

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?

## Thycotic Technology Partners

As a Thycotic Technology Alliance 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 Thycotic Partner Portal providing technical, training, sales and co-marketing resources

Thycotic 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 Thycotic PAM solutions that complement technologies for SIEM, vulnerability scanning, user activity monitoring and more.

## Thycotic Distribution Partners

Thycotic is expanding our global distribution network with partners seeking to meet the ever growing demand for privileged account management solutions. To see how we can grow together, go online to access the Partner Registration form, or contact us today.

### PROGRAM KEY FEATURES

- Deal Registration and Margin Protection
- Thycotic Partner Portal
- Thycotic Rewards Incentive Program
- Partner Communications
- Online Product and Sales Training
- Sales and Marketing Resources
- Demand Generation Assistance

Become a  
Partner Today!

[thycotic.com/partners/  
join-the-partner-  
program/](https://thycotic.com/partners/join-the-partner-program/)



# Partner Program Benefits & Requirements

<b>PROGRAM BENEFITS</b>	<b>Technology Partner</b>	<b>Authorized Reseller</b>	<b>Certified Reseller</b>	<b>Distributor</b>
Access to Partner Portal	✓	✓	✓	✓
NFR Software ( <i>Demo, Testing use only</i> )	FREE	50% Discount	FREE	FREE
Internal Use Software ( <i>Production, Non-Demo Use</i> )	50% Discount	50% Discount	50% Discount	50% Discount
Sales Tools & Support	✓	✓	✓	✓
Lead Distribution			✓	✓
Marketing Tools & Support	✓	✓	✓	✓
Co-Marketing & Support	✓		✓	✓
Custom Webinar Events	✓		Eligible	1/Q
Named Channel Manager	✓		✓	✓
Business Reviews	Quarterly		Quarterly	✓
Online Sales & Technical Training	✓	✓	✓	✓
Onsite Sales Training	Eligible		Eligible	1/Q
Custom Technical Training	Eligible		Eligible	On Request
Priority Pre-sales & Technical Support	✓		✓	✓
Marketing Funds	Eligible		Eligible	Eligible
Partner Directory Listing	✓	✓	✓	✓

## PROGRAM REQUIREMENTS

Sales Certification	1 Sales Rep	N/A	N/A	2 Sales Reps
Sales Engineer/Demo Certification	1 SE	N/A	2 SEs	2 SEs
Engineer Technical Certification	1 Engineer	N/A	2 Engineers	2 Engineers
Provide Tier 1 Tech Support	Yes	N/A	Yes	No
Provide Product Demos	Yes	N/A	Yes	Yes
Annual Thycotic Revenue	N/A	N/A	\$250,000	\$1,000,000
Primary Purchase Path	N/A	Via Distribution	Via Distribution	Direct
Cost to Participate	\$5,000	No Charge	No Charge	No Charge
Documented Integration	✓	N/A	N/A	N/A
Certified Integration	✓	N/A	N/A	N/A
Provide Technical Support for Integration	✓	N/A	N/A	N/A

