



Why Partner with netForensics®

The Secure Alliance Partner Program extends netForensics' world-class Security Information Management solutions to independent businesses who operate in the IT security sector, provide related networking technologies, or service a vertical such as healthcare, financial services, energy, or public sector agencies where regulatory compliance is mission critical. In addition to our critically-acclaimed technology, netForensics provides an outstanding array of business acceleration features including training, support, financial incentives for both partner ownership and partner sales executives, and a quick-start marketing program to put the relationship to work on an immediate basis.

WHY PARTNER?

Technical Superiority

Today, security threats are intensifying and compliance demands are growing for every industry. Your customer's existing defenses are important, but insufficient. So they need a new level of security intelligence and compliance readiness.

The nFX One family of flexible, scalable security information management (SIM) and log management solutions provides:

- Active Monitoring
- Incident Management
- Comprehensive Reporting including pre-configured compliance packs
- Log Management
- Control Validation

Your customers get a complete, understandable picture of their network security and compliance posture.

Solutions for Every Budget

With netForensics, you have products and pricing that can serve needs at the SMB or departmental level, and as large as the Global Enterprise data center.

Outstanding Business Value

Support and Training

We know we are in business together as partners, and we take your success seriously. If you sign up at the Gold or Platinum level, a joint business plan will be constructed, and we will make resources available to you in the context of that plan. netForensics provides field-based account management and both field-based and remote pre-sales support to our Gold and Platinum partners. Formal, technical boot camps for hands-on training of your technical personnel are scheduled at regular intervals.

Financial Rewards for Performance

You can choose to operate as a Silver, Gold or Platinum level partner. Silver Partners have minimal revenue performance expectations and so this level can be a good place for smaller partners to start. Gold Partners have the capability to drive \$250K of annual netForensics revenue, while Platinum Partners have the business justification for doing \$500K. In addition to healthy discounts on product and maintenance sales, including maintenance renewals, partners can earn substantial cash awards in rebate dollars on a quarterly basis. A standard rebate is earned for doing a minimum level of business determined by your level (gold or platinum), and an accelerator rebate is earned by hitting your business plan goal.

Deal Registration

All deals registered and approved via netForensics' deal registration system earn additional discount to the partner. This ensures that you have a pricing advantage, versus other partners, in all of your registered deals. What's more, as a netForensics partner, you will have our support in successfully driving the deal to closure.



What the Industry is Saying

“netForensics has the best SOC focus in the Enterprise SIM market.”

– The Forrester Wave™

“netForensics was one of the early players in the SIM game and it shows. The product’s documentation is by far the best, the agent installation process is virtually flawless, and the depth of the devices supported is substantial. netForensics also scores points for its advanced architecture.”

– Greg Shipley,
Contributing Editor,
Network Computing

Partner Sales Executive Incentives

netForensics provides SPIF incentives to participating Partner Sales Executives for assistance in promoting netForensics to their customer base. First meetings, POCs, and closed business milestones can all trigger incentive payments, depending on the nature of the opportunity and the territory; and multiple incentives can be earned in the context of one deal! See your netForensics Alliance Manager for what can be structured for your account.

Quick Start Marketing Launch

Our “email & call blitz” quick-launch program comes complete with templates and calling-guides. The objective of the email blast program is to help you launch netForensics quickly and effectively to your existing customer base, and support your efforts to establish productive meetings early on in our relationship. netForensics personnel will support you along the way, and any customer engagements that arise from the Quick Start program are eligible for the Partner Sales Executive Incentive Program!

Other Joint Marketing

netForensics works with you...providing sponsorship to your sales conference and customer events, as well as enlisting your participation in appearing with us in major industry conferences, like RSA. Further, we have a high-impact local sales event that we can execute providing visibility for both our brands. We will bring 4 to 6 prospects to the event, and you will bring 3 to 5 customers.

Demo Loaner Program

As a valued Gold or Platinum Partner we will make available one of our CINXI | One products at no cost, for use as an internal training and/or customer demo.

Partner Level	Discounts	Maint Comm	Maint Renewals	Deal Reg	Standard Rebate	Accelerator Rebate	Spiff	Quick Start	Joint Mktg	Demo Loaner
Platinum	✓✓✓	✓✓✓	✓✓	✓	✓✓	✓	✓	✓	✓	✓
Gold	✓✓	✓✓	✓✓	✓	✓	✓	✓	✓	✓	✓
Silver	✓	✓	✓	✓						

So please contact us at partners@netforensics.com for more information and/or to get the ball rolling on our relationship.

Market Opportunity, Support, Financial Reward, Pipeline Development – it’s all here at netForensics

