

NorthbridgeSecure

PARTNERSHIP PROGRAM

NOTE: This program and this document are subject to change. For up-to-date information please check our website: www.northbridgesecure.com/partners.

OVERVIEW

This Partnership Program is designed for collaboration between Northbridge Secure and our partners, offering a wide range of benefits, training resources, certifications, pre- and post-sales support and rewards to ensure our mutual success.

Northbridge Secure strives to provide a consistent, predictable and profitable program that enables our partners to grow with us. Our partners are typically those whose business model is value-added reselling and/or services delivery. Typical offerings could include the design, planning and deployment of enterprise solutions to meet the needs of end-users.

The Partnership Program requirements are simple to achieve in order to allow partners to start selling almost immediately. There are 3 Partnership Levels with different requirements and benefits:



Reseller Partner

Requirements: signing of the Partnership agreement

Benefits: Partner Portal Access, Deal Reg Price Protection, Sales & Technical online training access, Discounted NetConnect Licenses for internal use



Preferred Partner

Requirements: achieve Sales target, have at least 1 staff member complete Sales and Technical NetConnect certifications

Benefits: Same as Reseller, plus Lead Generation assistance, additional Sales Support for Deal Reg, Account Manager, Priority access to Support



Alliance Partner

Requirements: achieve Sales target, have at least 2 staff members complete Sales and Technical NetConnect certifications

Benefits: Same as Preferred Partner, plus Marketing Development Funds access

THE FINE DETAILS

Explore the Northbridge Secure Partnership Program benefits in depth:

BENEFIT	★	★★	★★★
	Reseller Partner	Preferred Partner	Alliance Partner
Partner Portal Access and Marketing tools	Yes	Yes	Yes
Lead generation assistance	No	Limited	Yes
Marketing funds rebate to be used on joint campaigns	No	No	Yes
Deal registration - Sales support	No	Yes	Yes
Deal registration - Pricing protection	Yes	Yes	Yes
Annual Partner NetConnect Licensing	Yes	Yes	Yes
Online Sales Training	Yes	Yes	Yes
Online Technical Training	Yes	Yes	Yes
Preferred Priority L3 access to NetConnect Support teams	Limited	Yes (unlimited email support limited phone support)	Yes
Managed Account (Channel Manager)	No	Yes	Yes
Joint sales face-to-face meeting support	No	Yes - on qualified opportunities	Yes - on qualified opportunities
Access to 'pre-paid' professional & technical services	Yes	Yes	Yes

PATH TO PARTNERSHIP

Register your Partnership interest:
www.northbridgesecure.com/partners



Trial NetConect
in your
environment



Train and get
certified in an
hour



Receive sales
and pre-sales
support



Gain access to
proof of concept
licences



Sell anywhere
and get
rewarded

HAVE QUESTIONS?



Get in touch
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