



Perception Point Partner Program



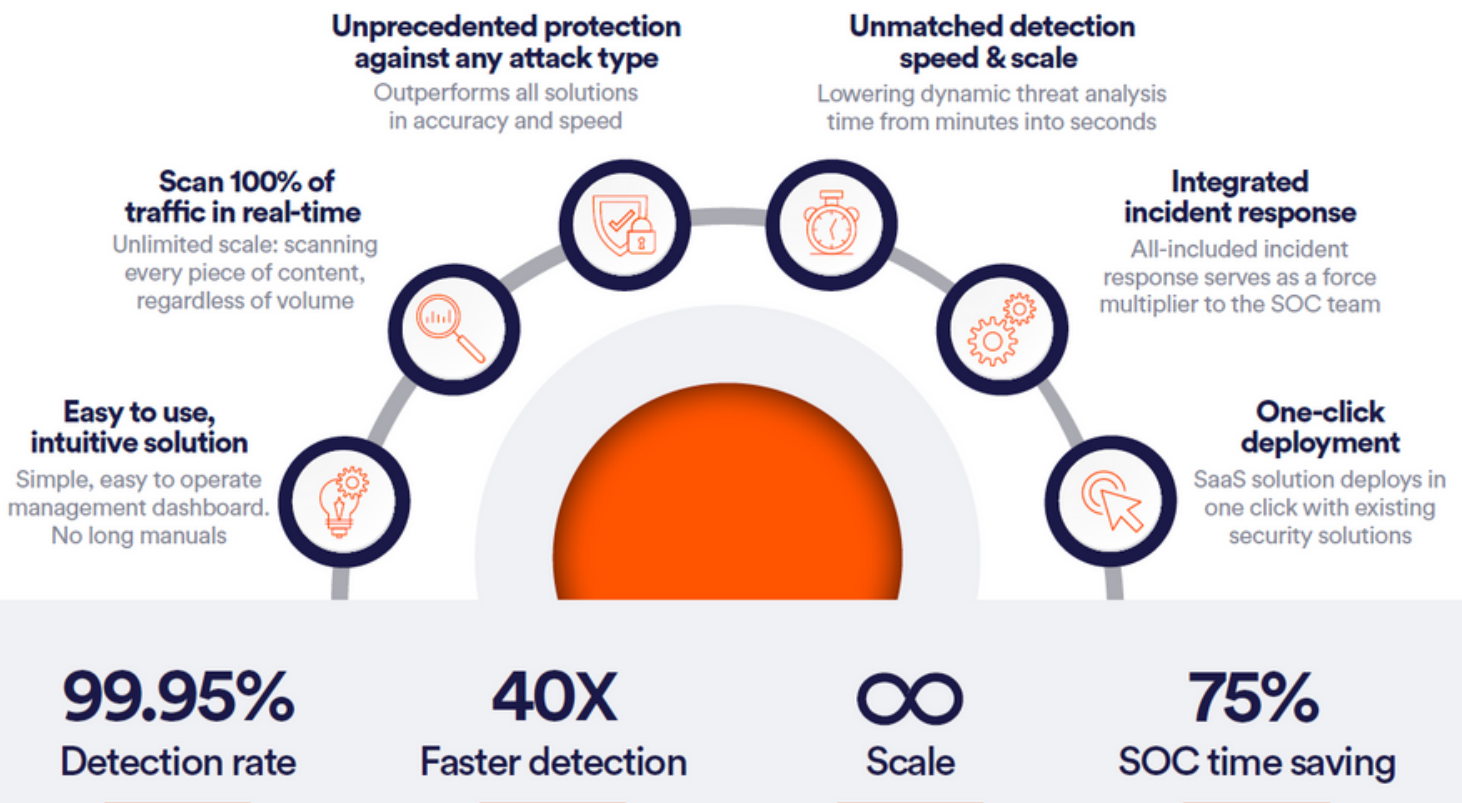
Why Partner with Perception Point?

Perception Point is on a mission to protect all organizations by isolating, detecting and remediating any cyber threat that is delivered via text, files and URLs, across email, web browsers, cloud apps and collaboration channels.

Deployed in minutes, with no change to the enterprise's infrastructure, the patented, cloud-native and easy-to-use service replaces cumbersome legacy systems to prevent phishing, BEC, spam, malware, zero-days, ATO, and other advanced attacks well before they reach end-users. Fortune 500 enterprises and organizations across the globe are preventing attacks across their email, web browsers and cloud collaboration channels with Perception Point.



The Perception Point unique 360-degree framework is comprised of a complete stack of added-value services, covering the everyday needs of the modern SOC, IT, and security teams.



Program Overview

Perception Point is a Prevention-as-a-Service company. On top of providing the best detection rates in the market, we are committed to act as a trusted advisor, helping security experts and IT managers to better intercept, analyze and understand any attack.

The Perception Point Partner Program is designed to provide our partners the tools to accelerate their business together with Perception Point solutions to help customers prevent all threats across email, web browsers, cloud apps and collaboration channels.

The program is tiered with the objective to promote successful partnership. The program recognizes and rewards the commitment and performance of partners through a three-tier structure: Certified, Silver, and Gold.

Requirements & Benefits

As a Perception Point partner, you are eligible to receive the following benefits based on your program level:

			
Partnership			
Assigned Channel Account Manager		√	√
Channel Marketing Consultant		√	√
Executive Sponsor			√
Virtual Partner Conferences	√	√	√
Deal Protection and Margin			
Preferred discount	√	√	√
Deal registration	√	√	√
Strategic Planning, Marketing Support and Sales Tools			
NFR license	√	√	√
Lead sharing		√	Priority
MDF / Co-op		√	√
Enablement and Training	√	√	√
Partner Advisory Board			√

To enter the program and maintain membership, the Perception Point partner must meet the following requirements:

- Signed agreement
- Promote the Perception Point brand
- Maintain a joint business plan and marketing plan - Gold & Silver Tier
- Periodic business review (bi-annual and annual) – Gold & Silver Tier