



## PARTNER PROGRAM MATRIX

PARTNER BENEFITS	PLATINUM	GOLD	SILVER
<b>Discounts</b>			
Discount on Software Licenses	Platinum Level	Gold Level	Silver Level
Discount on Software Maintenance Renewal	Platinum Level	Gold Level	Silver Level
<b>Marketing/ Sales Benefits</b>			
Receive qualified leads	✓	✓	✓
WebSpy website listing	✓	✓	✓
Exclusive sales rights	Eligible		
Marketing funds access	Eligible	Eligible	
Joint marketing email and/ or online campaigns	✓	✓	✓
Tradeshaw support	Eligible	Eligible	
Access to electronic sales/marketing collateral	✓	✓	✓
Dedicated partner account manager	✓	✓	
Partner and client webinars	✓	✓	Eligible
Free NFR software	✓	✓	✓
<b>Training and Education</b>			
Online sales and product training	✓	✓	✓
Online technical information & FAQ	✓	✓	✓
Priority technical support	✓	✓	
Eligible for participation in beta programs	✓	✓	✓
<b>Communication</b>			
Access to secure partner portal	✓	✓	✓
Eligible for event participation	✓	✓	
WebSpy newsletter	✓	✓	✓
Product updates notifications	✓	✓	✓



<b>PARTNER REQUIREMENTS</b>	<b>PLATINUM</b>	<b>GOLD</b>	<b>SILVER</b>
<b>Sales Performance</b>			
Minimum sales targets	✓	✓	
<b>Signed Agreements</b>			
Signed Partner Agreements	✓	✓	✓
<b>Commitment</b>			
WebSpy listing & description on partner website	✓	✓	✓
WebSpy product description on partner website	✓	✓	
Testimonials (partner & clients)	✓	✓	
Provide leads feedback	✓	✓	✓
Dedicated WebSpy contact (sales/product)	✓	✓	
Follow up of software assurance renewal	✓	✓	✓
Provide Support to end-users and resellers	✓	✓	
<b>Competencies</b>			
WebSpy product and sales training certification	✓	✓	✓

If you would like to know more about becoming a WebSpy partner please visit <http://www.webspy.com/partners/program.aspx>