



# Clavister Partner Loyalty Program

This document is a high-level overview of the Clavister Partner Loyalty Program for new partners to understand and become a part of it to receive substantial benefits.

Clavister's Partner Loyalty Program is designed for our global network of partners who are committed to providing Clavister products, services and support to customers around the world. The Clavister Partner Loyalty Program offers the necessary resources to maximize sales and profitability, as well as develop technical and sales expertise, while minimizing sales administration.

## Partner Levels

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### **Certified Partner**

We offer three partner certification levels; Silver, Gold and Platinum. At the annual business review meeting a sales target is set, depending on the level of certification a partner has. There are different demands on silver, gold and platinum level.

### **Registered Partner**

A Clavister Registered Partner is the entry-level in the Clavister Channel Partner Program. All new partners start at this level.

## Getting Certified

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Clavister offers an extensive curriculum of training courses to become certified. With each course seat, a certification event is included. If you pass the exam, you will receive a certificate that states your proficiency in the training course you completed. For more information about our courses, visit [www.clavister.com/training](http://www.clavister.com/training).

## Partner Portal

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All Partners get access to **My Clavister** – the Clavister Partner Portal. The Clavister Partner Portal enables you to keep track of yours and your customers' licenses and support tickets, as well as to find useful information for you as a Partner like price lists, sales presentations, marketing materials and product announcements.

## Partner Locator

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All Clavister signed Partners are privileged to be on the Clavister Partner Locator at [www.clavister.com/partners/partner-locator](http://www.clavister.com/partners/partner-locator).

## Deal Registration

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The Clavister Certified partners get access to the Clavister Deal Protection program. The partner who registers a deal will be promoted for the opportunity and receive extensive help from Clavister to close the deal.

## NFR (Not-For-Resale) Discounts

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All signed partners can purchase Clavister Security Appliances at NFR prices. The Clavister NFR program is currently available for Clavister V3, E20 and E80 security appliances. CSS for 12 months is free-of-charge for all NFR products, and each partner can purchase up to 2 units of NFR per model.

*NOTE:* Clavister NFR product is for a Clavister Channel Partner's internal use to demonstrate Clavister hardware and software and services. It is primarily used in a non-production environment to show customers what Clavister products can do, but it should also be used at trade shows or customer events.

If a Clavister Channel Partner wish to use Clavister products within their own organization, please contact Clavister Channel Management for more information.

## How to Apply

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### Channel Partner

In order to apply for a Clavister Partnership, contact the Clavister Channel Management Team (see contact information below). Please identify and select a distributor in your area by choosing your country from [www.clavister.com/buy](http://www.clavister.com/buy).

## Contacts

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For more information, please visit [www.clavister.com/partners/channel-partner-program](http://www.clavister.com/partners/channel-partner-program) or contact the Clavister Channel Partner Team directly on [partner@clavister.com](mailto:partner@clavister.com).