Overview

Global enterprises and service providers are on the front line of the security arms race. Managing the Identities and Access to the enterprise has become an overwhelming task. Partners must provide the most innovative solutions that addressing today's issues while anticipating tomorrow's challenges. Working with Tuebora, partners can establish and build lasting "trusted advisor" relationships with the world's leading companies and help them satisfy their requirements to safeguard their enterprise.

Lasting Opportunity

Tuebora's Identity Access Management and Governance platform brings a unique innovation and rich set of features that will yield multiple opportunities to provide value-added services to organizations over the long term. As a Tuebora partner you can leverage our:

• Identity Assessment and Discovery Tool (IDAT) to baseline your client's environment,
• Micro-Service architecture for multiple points of entry and add value to any use case,
• Machine learning and analytics to add instant automated decision support to any existing IAM installation and,
• Connector Designer Wizard that can build integrator connectors for any IAM solution in hours.

Partner Types

Resellers

Resellers act as the trusted advisors for software decisions. They add value by helping client assess their needs and define the best approach to achieve their goals. These partners can provide services to implement Tuebora solutions and help customers decrease time and resources associated deploying and managing Tuebora solutions. They also:

• Provide presales resources, demo environments, and pipeline development to help generate business.
• Enjoy discounts associated commensurate with their investment.
• Resell Software license, Support and Training to end customers and offer discounts.
• Receive go to market support and specialized sales and technical training

The Tuebora Reseller Program, includes value-added resellers, corporate resellers, national partners, referral partners and distributors. These partners are required to become "authorized," meaning they meet and follow the process to become a Tuebora Partner and accept the reseller contract terms and conditions. Partners can earn greater benefits by investing more into their Tuebora practice and are measured by bookings and certifications achieved.

Service

These partners have a primary business model of providing consultative and/or managed services. This includes independent consultants, system integrators, and managed service providers. Each of these partner types has its own unique program requirements and depending on their go-to-market approach and may also be a part of the reseller program. Service partners provide full life-cycle consultative resources and services from assessment, design, deployment and optionally remote and/or on site management. They provide deep expertise around business processes and technical integration for high business value to enterprise. Tuebora SI's and MSP's enjoy the same benefits of our reseller partners above and leverage our solutions to offer Identity Management-as-a-Service (IDaaS) solution whether deployed on premise or via public cloud.

Strategic

These can be complimentary technology vendors that provide added value to the Tuebora solution. They include other software, hardware vendors, and Cloud Infrastructure-as-a-Service (IaaS) providers. Typically these

relationships will begin with a "go-to-market" co-selling effort in conjunction with a prebuilt integration or reference architecture. Tuebora's entire partner ecosystem will benefit with the combination and expanded distribution. Partners expand business offerings by. Strategic partners can leverage:

- Tuebora platform innovation including machine learning and analytics,
- Go-to-market co-selling support and,
- Valuable resources, training, and tools to help you maintain successful customer relationships.

Tuebora Program Overview

As partners invest in us we invest in them. We offer three partner levels, each with respective requirements and benefits as outlined in the chart below

Silver partner tier
For organizations that have just joined our program. They will be put on a kick-start path that will help them access the training and marketing resources that will help them become successful with their Tuebora business.

Gold partner tier
This program is for organizations that have made an investment in building a Tuebora practice within their company. They need to achieve the two requirement areas of revenue attainment and readiness achievement in order to receive the benefit of additional discount this level offers.

Platinum partner tier
This is the highest level of achievement in our program. These partners have made a significant investment in training and driving business opportunities. These partners will receive the highest level of benefits as outlined in our charts below.

Program Requirements	Partner Type			
Level	Silver	Gold	Platinum	+MSP
Revenue *(influenced or booked)*	$500K	$1m	$2m	Negotiated
Certified Sales Rep I	1	3	6	1
Certified Sales Engineer I	1	2	3	1
Certified Sales Engineer II		1	2	-
Certified Architect	0	1	1	1
Certified Deployment Engineer	0	1	2	-
Certified Support Engineer	0	0	0	1
Program Benefits				
Deal Registration Required	Yes	Yes	Yes	Yes
Market Development Funds	Yes	Yes	Yes	N/A
Discount on PS Training for Partner	50%	1- Incl 50%	2- Incl 50%	Negotiated
Sales/SE Training for Partner	1/1 Incl	3/2 Incl	4/2 Incl	1/1 Incl
Access to Demo Lab	No	All Certs	All Certs	All Certs
Discounted Demo/NFR Licenses	Yes	Yes	Yes	Yes
Access to Demo Lab	No	All Certs	All Certs	All Certs
Discounted Demo/NFR Licenses	Yes	Yes	Yes	Yes

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