

Netwrix Reseller Partner Program

The Netwrix Reseller Partner Program is designed to help your business provide unmatched security solutions, while assuring a profitable return to your business. We select partners for long-term growth and success, not just one-time deals, and support you with the right programs - like deal registration, incentives, and promotions - to drive profits.

Benefits Of Being A Netwrix Reseller

- Our materials, resources and experience combined with our commitment to enable you and your customers do **lower the cost of working with Netwrix**.
- **Defined multi-tier channel model** to match your business and your ability to grow with and invest in Netwrix.
- **Proven high margins** that are protected throughout the negotiation process.
- **Substantial enhancements** for hunters and protection from transactional partners.
- **Robust and easy deal registration program** to track and support your ongoing sales efforts.
- **Ready-to-use sales enablement tools** to ensure your sales staff close more deals faster.
- **Attraction of new customers** with access to fully customizable marketing assets and **joint-marketing activities** including events, webinars, and success stories.
- **Proactive support in product demonstrations** and customer visits from Netwrix Channel Team.
- **Training of SE and Sales on the Netwrix** product portfolio when ready. **Access to the Not for Resale (NFR) licenses and internal use licenses** to enable Security & Compliance within your own organization.
- **Advertisement on the global Netwrix website** as a valued reseller of Netwrix solutions.




Netwrix Commitment to Your Success

Netwrix supports partners in every stage of the business development lifecycle, from onboarding and planning, through technical implementation and marketing. Our programs and tools are designed with your business in mind and will arm you with resources necessary to help drive new pipeline through marketing investments. We share our industry-proven best practices and knowledge base — all aimed at helping partners create high-value, differentiated solutions for their customers.



* Based on deal registration and participation at Silver or Gold level.

Program Levels and Requirements

Level	Business Type	Min. Qualifications	Benefits	Margins
	Organizations that are generally transactional focused and are "required" by Netwrix to conduct business with certain customers, countries or locations.	Must agree to process Pass Through orders at 5% Margin. Must win 1 transaction within 12 months to retain Active status.	Entry level partnership that allows Netwrix to transact business with your organization with limited sales and marketing support provided.	Up to 15%
	Organizations that are focused on reselling solutions to their customers including security products such as firewalls, IPS, and SIEM products or compliance related professional services such as audit, assessment or risk analysis.	Must create 5 NET NEW opportunities during the next 12 months from initiation of the contract. Must advertise Netwrix on their official website.	Deal registration, renewals and proactive support from the Netwrix Global Channel Team including training and joint-marketing activities.	Up to 25%
	Organizations that are focused on reselling solutions to their customers that include security products such as firewalls, IPS, and SIEM products or compliance related professional services such as audit, assessment or risk analysis.	Must create 10 NET NEW opportunities during the next 12 months from initiation of the contract. Must advertise Netwrix on their official website.	Deal registration, renewals and proactive support from the Netwrix Global Channel Team including training and joint-marketing activities. Inclusion into Netwrix Advisor Program.	Up to 30%

More Information

Become a Partner www.netwrix.com/become_a_partner

Netwrix Partners www.netwrix.com/partners

Why Netwrix www.netwrix.com/business_cases

Video www.youtube.com/netwrix_auditor