

Cylance Partner Program Benefits		Emerald	Platinum	Gold	National
Discounts		Highest	Higher	High	Higher
Sales		Emerald	Platinum	Gold	National
Sales lead assignment		✓	✓		✓
Free internal use licenses for partner internal lab environment		✓	✓		✓
NFRs for customer trial use		✓	✓	30-day trial	✓
Regional Partner Manager and/or Inside Sales support		✓	✓	✓	✓
Regional Partner SE support		✓	✓		✓
Strategic field account planning/mapping		✓	✓		✓
Sales recognition and annual awards		✓			
Teaming agreement		✓	✓	✓	✓
Volume incentives and rebates		✓			
Deal registration		✓	✓		✓
Renewal Incumbency program		✓	✓		✓
Marketing		Emerald	Platinum	Gold	National
Proposal-based MDF		✓	✓		✓
Promotions and incentive programs		✓	✓		✓
Cylance-sponsored trade shows		✓			
Eligible for Cylance Partner Advisory Council		✓			
Joint press release		✓			
Field marketing support		✓	✓		✓
Cylance Partner Newsletter and New Flash		✓	✓		✓
Market information		✓	✓		✓
Competitive analysis		✓			✓
Sales tools		✓	✓		✓
Brand usage		✓	✓		✓
Website promotion		✓			
Partner Program Identity Kit		✓	✓		✓
Technical and Sales Support and Training		Emerald	Platinum	Gold	National
Technical support		✓	✓		✓
Roadmap briefing		✓			
Business planning		✓			✓
Partner Technical Advisory Board meeting		✓			✓
Annual partner event		✓	✓		✓
Executive sponsors		✓			
Technology Alliance partner incentives and solution selling		✓			
Product roadmap presentations to F500 customers		✓			
Cylance e-store		✓			
Growth numbers		✓			
Installation of CylancePROTECT® - 80% deployed agents		✓	✓		✓
Community Building and Nonprofit		Emerald	Platinum	Gold	National
Free one-year subscription for non-profit of partners' choice		✓	✓		✓
Case studies and user groups		✓	✓		✓