

Partner Advantage
Network

Introduction

Welcome to the Bitdefender Partner Advantage Network!

Bitdefender is committed to building a successful distribution eco-system around its renowned security solutions, building its success on the series of successes of its partners.

As the creator of one of the industry's fastest and most effective lines of internationally certified security software, Becoming a member of the Bitdefender Partner Advantage Network marks a new important step of a profitable journey with Bitdefender and gives your company the marketing, sales and technical tools and resources you need to prove your abilities and knowledge to your customers and gain a competitive edge in the information security space.

As the creator of one of the industry's fastest and most effective security solutions, Bitdefender offers unique opportunities for revenue growth and market expansion to its partners. The Bitdefender Partner Advantage Network is the place where you want to be in order to take advantage of this offer.

This program guide describes the program levels, benefits and requirements, available resources and policies of the Bitdefender Partner Advantage Network.

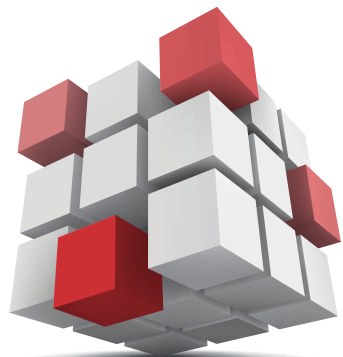
Program Changes and Reservation of Rights

This guide is provided for informational purposes only and the information is subject to change without prior notice.

The information in this guide should be considered accurate at the time of its printing; however, partners should refer to Bitdefender's online portal, Bitdefender Partner Advantage Network, for the most up-to-date version of this program guide.

Bitdefender reserves the right to administer and modify the programs referenced herein at its discretion, and is not responsible for program members' reliance on specific terms of this guide that have subsequently been modified by Bitdefender.

The terms of this guide are subject to the terms of the Partner Advantage Network program agreement between Bitdefender and the partner.



Partnership Levels

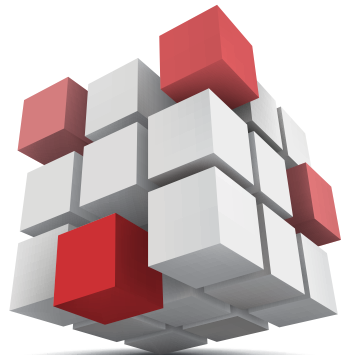
The Bitdefender Partner Advantage Network empowers, distinguishes and rewards Bitdefender's network of knowledgeable security resellers in more than 100 countries worldwide. The program has four programmatic membership levels: Registered, Select, Plus, and Premier, with Premier being the highest level of partnership. The program benefits and requirements increase as Bitdefender partners gain experience in selling and delivering Bitdefender solutions and get more earnings distributing Bitdefender solutions.

Registered Partner: the Bitdefender partnership entry point that allows you to learn more about Bitdefender security solutions and the opportunities they provide. Registered partners have access to free marketing and technical newsletters without getting the confidential information that is available to partner that already have a commitment with Bitdefender.

Select Partner: the first level of promotion within the Partner Advantage Network recognizes and rewards resellers that invest in sales training and commit to achieving some annual revenue goals. This type of partners is regularly managed via a Regional Distributor.

Plus Partner: intended for organizations that have achieved higher levels of commercial and technical certification on Bitdefender products, and are ready to commit to increased annual revenue targets. These partners receive the added support of a Bitdefender Partner Management Team and are eligible to receive leads from Bitdefender's leads program. They may be managed through a Regional Distributor but in some cases/regions may be under the direct management of Bitdefender.

Premier Partner: this highest partnership level is available to partners who have extensive experience selling Bitdefender security solutions. These partners maintain a greater number of dedicated, certified individuals in both sales and technical positions, commit to higher revenue targets, and work closely with the dedicated Bitdefender Partner Management Team to develop effective sales and marketing plans. Premier partners receive a proportionally greater level of support from Bitdefender, including marketing assistance in building joint case studies and additional Bitdefender programs such as the beta program, help in prospecting and winning high reputation accounts or special projects. The Premier Partners are managed directly by Bitdefender.



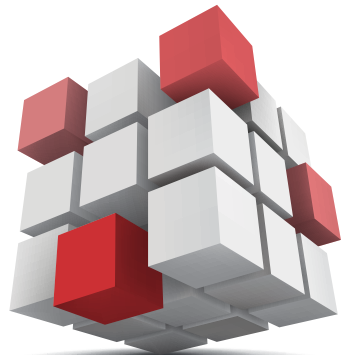
Benefits and Requirements Overview

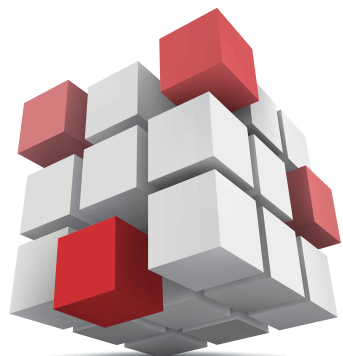
To support our partners in the most effective way, we tailor Partner Advantage Network benefits for each partnership type. The tables in this section outline the specific program benefits and requirements for Registered, Select, Plus and Premier Partners. Program benefits and requirements listed are described in more detail throughout the guide and in the applicable policy documents posted on Bitdefender's Bitdefender Partner Advantage Network Portal.

Bitdefender Partner Benefits Table

Items marked with an asterisk (*) indicate regionalized program elements.

Partner Benefits	Registered	Select	Plus	Premier
Program Benefits				
Partner Management Team			●	●
Access to Regional Executive Team			●	●
Partner Business Plan Assistance			●	●
Bitdefender Partner Advantage Network portal access	●	●	●	●
Partner Communications	●	●	●	●
Financial Benefit				
Bitdefender Product Incentives*		●	●	●
Bitdefender Partner Exclusive Promotions		●	●	●
Marketing Benefits				
Partnership Promotions (Bitdefender logo)		●	●	●
Co-Branded Collaterals		●	●	●
Joint Case Studies				●
Marketing Development Funds (MDF) Program*			●	●



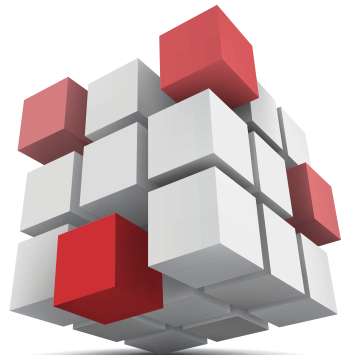


Partner Benefits	Registered	Select	Plus	Premier
Sales Support Benefits				
Product Positioning Information		●	●	●
Partner Showcase			●	●
Demand Generation and Sales Resource Tools		●	●	●
Leads Program*			●	●
NFR License Keys (differentiated)	●	●	●	●
Partner Directory (Locator)		●	●	●
Technical Benefits				
Access to the Technical Knowledgebase	●	●	●	●
Beta Program			●	●
Direct Technical Support Link		●	●	●
Technical newsletters	●	●	●	●
Training and Enablement Benefits				
Sales Professional Online Training		●	●	●
Technical Professional Online Training		●	●	●
Training Webcasts		●	●	●
Continued Education Programs		●	●	●
Continued Education		●	●	●

Bitdefender Partner Requirements Table

Items marked with an asterisk (*) indicate regionalized program elements.

Partner Commitments	Registered	Select	Plus	Premier
Program Requirements				
Partner Agreements		●	●	●
Company Profile		●	●	●
Bitdefender Solution Website section			●	●
Business Plan / Quarterly Review			●	●
Partner Status Review	●	●	●	●
Financial Requirement				
Annual Revenue Attainment Goals		●	●	●
Partner Resource Investments				
Primary Business Contact	●	●	●	●
Primary Sales Contact		●	●	●
Primary Technical Contact			●	●
Training Requirements				
Sales Professional Training and Certification		1	1	2
Technical Professional Training and Certification			1	2

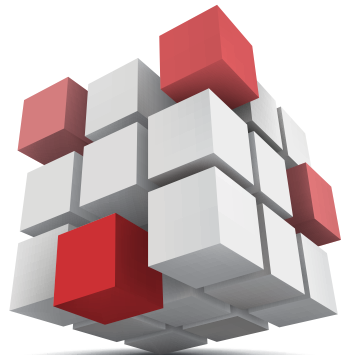


Getting Started

As a new Bitdefender Sales Partner, the first 60 days of membership in Bitdefender Partner Advantage Network are critical to your success. In order to realize the benefits of the Bitdefender partnership as quickly as possible, we recommend you to follow a few key steps. Doing so will allow you to become rapidly acquainted with the resources available to you, and to assimilate the product and positioning knowledge you'll need to build a strong foundation for success.

Complete the following steps within the first 60 days of membership, and you will maximize the benefits of your investment in selling Bitdefender:

1. **Sign up** for the Bitdefender Partner Advantage Network. You have just to fill in a form to make a brief profile for your company that helps us understand who you are, what are your goals, and your expertise. Visit www.bitdefender.com/partners and click the JOIN button.
2. **Activate** your Bitdefender Partner Advantage Network access. Bitdefender Partner Advantage Network is an exclusive online resource center for our partners, providing a single point of entry with access to the key sales, marketing, technical and training information available to your authorized partner level.
3. **Complete** as soon as possible the sales and product training. Study with patience and learn rigorously the advantages and features of Bitdefender security solutions. Completing sales and product training gives you the knowledge you need to be effective in selling Bitdefender and get fast a high return on your investment.
4. If possible, **build** your Bitdefender business plan. We can help you with marketing and sales plan templates and assist you during this process. Visualizing your targets and building a plan to reach them helps you to reach prospects in the most effective manner, maximize your revenue-making potential and use a consistent method for measuring your success.
5. **Start** selling! Leverage the tools found on Bitdefender Partner Advantage Network and the relationships you've forged with Bitdefender and its distribution system to uncover new opportunities and close deals. Your success is our success!



Bitdefender Partnership Commitment

Bitdefender Program Benefits

Items marked with an asterisk (*) indicate regionalized program elements.

To award the success of our partners and acknowledge their hard work, Bitdefender PartnerNetwork Advantage proposes a wide range of benefits. These benefits include sales and marketing tools, financial incentives, training, Not-For-Resale (NFR) licenses, partner visibility on bitdefender.com, and use of the Bitdefender Partner logo for added marketing strength. Benefits may vary depending upon the partnership type and level in the Partner Advantage Network. A brief description of the benefits is included below. Please feel free to ask your Bitdefender contact or your Regional Distributor for the benefits that may apply in your case.

Partner Management Team

For the Premier and Plus partners, Bitdefender assigns a Channel Account Manager to work with them, and provides a contact mechanism for the management of ongoing sales-related requests. The Channel Account Manager helps the partner develop effective sales and marketing plans, provides sales support and serves as a point of contact with Bitdefender teams.

Access to Regional Executive Team

Also especially for the Premier and Plus levels Bitdefender provides regional structures of support (commercial, technical, logistics) that may be needed to close critical deals or gain special projects. The Channel Account Manager will facilitate the contact with the regional support teams in accordance with the partner needs.

Partner Business Plan

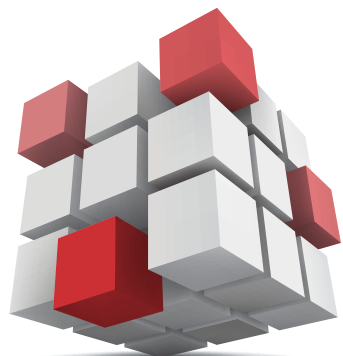
Working together for strategic planning is critical to the success of our partnership. To facilitate this process, Bitdefender offers to its partners not only simplified business plan templates but also the assistance for setting up realistic goals and identifying key opportunities to drive revenue. The business plan templates are available on the Bitdefender Partner Advantage Network portal and the Channel Account Manager is ready to help all qualifying partners to fill them out and apply them successfully.

Bitdefender Partner Advantage Network

Bitdefender's online partner portal, Bitdefender Partner Advantage Network, provides an intuitive, comprehensive framework for working with Bitdefender, and serves as a central navigation point for access to valuable tools and resources including:

- Partner program information
- Marketing materials – logos, creatives, datasheets, comparatives, presentations etc.
- Sales enablement tools – deal registration flows, webinars, demos, offer templates, case studies and references
- Technical support and product information
- Online sales and technical training resources

The Bitdefender Partner Advantage Network portal is your gateway to Bitdefender. You are invited to visit Bitdefender Partner Advantage Network frequently to receive the latest information on program offerings, product releases, sales and marketing tools, and regional product promotions. The Portal content is customized to your partner level and region and you also will find mechanism to ask for resources that may not be there.



Partner Communications*

Bitdefender regularly communicates relevant and timely information to its partners in the form of newsletters that include information such as:

- Partner Advantage Network updates
- Customer/Partner Case Studies
- White papers
- Success stories
- Product and service information

Financial Incentives

Business Product Incentives*

Bitdefender is committed to the financial success of its partners, and periodically offers regionally adapted rebates, marketing funds and product promotions, to partners that perform well and have a potential for even better results. Additionally, Bitdefender keeps a close relationship with its distributors who implement competitive pricing structures that may increase the profitability of Bitdefender resellers. And also the Bitdefender Partners may work collaboratively with their Channel Account Management structures to optimize available sales incentives.

Marketing Benefits

Bitdefender believes that the most effective strategy to drive demand for its security solutions combines Bitdefender global marketing and lead generation efforts with the local marketing and field expertise of its partners. As the primary contact with the market, Bitdefender Sales Partners have the best understanding of their customers' and prospects' needs. To assist them in their marketing and sales efforts, Bitdefender offers a variety of marketing tools and support, including the funding for approved marketing activities.

Partnership Promotion

As a member of the Bitdefender Partner Advantage Network, Bitdefender Sales Partners can leverage the association with Bitdefender brand for adding marketing strength. The correct use of Bitdefender branding allows partners to demonstrate their commitment to delivering quality products and customer satisfaction together with Bitdefender. This powerful tool can help create awareness and preferences for partner solutions and services in the marketplace.

The Bitdefender Partner Advantage Network offers branding to the following partnership levels: Bitdefender Select Partner, Bitdefender Plus Partner, and Bitdefender Premier Partner.

For each advanced partnership level there is a corresponding logo available. Samples of the Bitdefender Partner Advantage Network and Bitdefender Partner logos are listed below:



Partner Advantage
Network
Select Partner

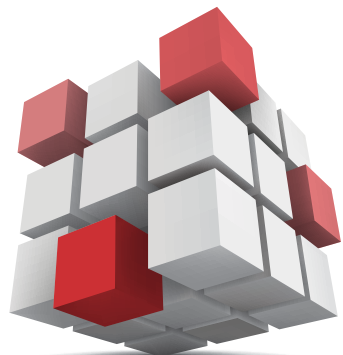


Partner Advantage
Network
Plus Partner



Partner Advantage
Network
Premier Partner

All Bitdefender Partner logos are for use only on authorized partners' collateralS, web site, online demand generation activities, e-mails, sales materials, business cards, stationery, and signage to indicate membership. Partners must comply with the Bitdefender Partner Advantage Network logo usage guidelines presented on the Bitdefender Partner Advantage Network portal.



Co-Branded Collateral

Collateral branding - with both Bitdefender Sales Partner and Bitdefender registered logos - assures the potential customers that the solutions and services provided by a partner comply with Bitdefender methodologies and best practices and that the partner is authorized to sell and knowledgeable about Bitdefender solutions. Bitdefender provides Select, Plus and Premier partners with collateral creatives customized to accommodate the addition of the Bitdefender Sales Partner logo and the permission to distribute co-branded collaterals to their prospective and existing customers.

Joint Case Studies

Partner/Customer case studies are a powerful selling tool to new prospects and offer visibility and credibility to the Bitdefender Partner. Bitdefender offers the marketing support needed to create and publish joint case studies that showcase the partner and select customer wins.

Joint-Promotional Marketing Activities*

In order to drive lead generation, educate customers and assist partners in closing deals, Bitdefender supports its Partners with locally driven joint-promotional activities, such as: tradeshow, communications (newsletters, webinars, conference calls) customer briefings and seminars. Bitdefender Channel Account Managers will assist authorized partners in the planning and execution of the approved joint activities.

Marketing Development Funds (MDF) Program*

For its partners, Bitdefender offers marketing development funds for the purpose of prospecting and generating leads for selling Bitdefender products. Marketing development funds are offered to those partners who commit to investing resources and revenue into Bitdefender revenue generating activities and are subject to approval on a proposal basis. A partner needs to plan these actions as part of the business plan and propose them, get them approved by Bitdefender and execute them, according to MDF Allocation Guide.

Sales Enablement

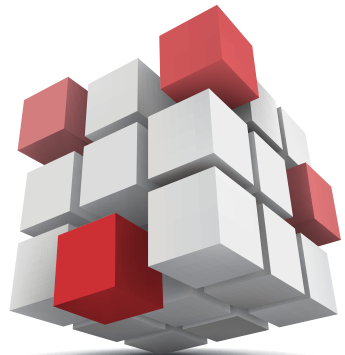
Bitdefender is committed to providing its partners with the resources they need to increase revenue and grow profits. Bitdefender Partners may access a variety of positioning, demand generation and selling tools on the Bitdefender Partner Advantage Network portal. Additionally, Bitdefender Partners are eligible to receive leads from various Bitdefender leads programs.

Product Positioning Information

To assist in effectively positioning Bitdefender solutions, Bitdefender equips its partners with security product comparison information, which is accessible to authorized partners on the Bitdefender Partner Advantage Network Portal. Bitdefender intends that all product positioning information be used for comparative purposes only and to provide argumentation for sales pitching; however, the customer may be supported to make its own comparisons as part of Pilot Installations and POC-s. Positioning tools are confidential, and are subject to the Terms and Conditions in the Partner Advantage Network program agreement.

Partner Showcase

Bitdefender rewards selected Plus and Premier level partners who have made significant investments and achieved demonstrable success within Bitdefender Partner Advantage Network with additional visibility by showcasing them on bitdefender.com. Bitdefender will assign a marketing person to work with the partner to create and publish Partner Showcase content, which may include: partner interviews, articles, success stories and customized materials that highlight the skills, location and success story of the partner.



Demand Generation and Sales Resource Tools

Bitdefender provides an array of sales resources to support partner selling efforts, including:

- Telemarketing scripts and templates
- Marketing Collaterals
- Sales Presentations
- Industry Relevant News and Studies
- Regional Sales Promotions
- Whitepapers and Customer Case Studies
- Product Brochures and Catalogues

Leads Program*

To drive demand for Bitdefender security solutions and generate new sales leads, Bitdefender executes regular sales and marketing programs such as webinars, product demo-s, email campaigns and tradeshow. Bitdefender creates and executes the lead programs on a regional basis and the Channel Account Managers distribute the leads that are generated during these actions to eligible partners based on geographical location and a suitable match between a customer's needs and the partner's vertical market focus, skill set and experience.

NFR License Keys

Bitdefender's Not-For-Resale (NFR) Program provides eligible partners with Not-For-Resale (NFR) licenses to help them familiarize with Bitdefender solutions, empower sales activities and enhance technical knowledge. The NFR licenses are non-transferable, may not be resold or given to customers. NFR products are awarded to a specific Bitdefender partner and have no direct revenue generating function. Allowable uses for NFR installs include:

- Demonstration at partner premises
- Lab use

NFR SOFTWARE MAY NOT BE USED FOR HOSTING PURPOSES.

Bitdefender reviews the list of available NFR products on a regular basis and the most current NFR program information is available on Bitdefender Partner Advantage Network. Bitdefender Channel Account Managers will determine the number and type of NFR license keys available to each partner. You may request NFR in any commercially available language; the requests for NFR in currently unsupported languages cannot be fulfilled.

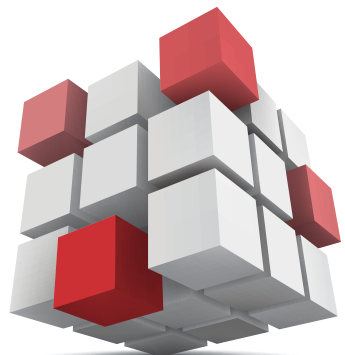
NFR Program Requirements:

There are several simple requirements which qualified partners of the Bitdefender Partner Advantage Network must meet to access NFR products:

- Complete a Partner Profile via Bitdefender Partner Advantage Network.
- Agree to the terms and conditions for use.
- Become at least Select partner.
- Allocate resources to the business of selling Bitdefender.

Bitdefender requires its Select, Plus, and Premier Partners to complete technical training before attempting to install NFR products.

For answers to questions about the NFR program, please contact your regional Bitdefender Channel Account Manager.



Partner Directory

Bitdefender offers Select, Plus and Premier partners the ease of forming customer-to-partner and partner-to-partner connections by providing a public, online listing in the Bitdefender Partner Locator on www.bitdefender.com. Searchable by partner type and geography, the Partner Locator directory may generate leads for partners by allowing customers to locate Bitdefender qualified resellers in their area. Additionally, the Partner Locator may connect Bitdefender Partners with complementary skill sets and geographic coverage areas, allowing them to fully address the needs of their customer base.

Technical Benefits

The following technical benefits are available to all Bitdefender partners.

Access to the Technical Knowledgebase

Bitdefender's extensive, searchable Technical Knowledgebase comprises a large warehouse of technical expertise on Bitdefender products, including:

- Video Tutorials
- Technical Whitepapers
- Product Documentation
- User Guides and Installation Manuals
- Troubleshooting Articles and How To-s
- Comparatives

Beta Program Involvement

Bitdefender is committed to delivering innovative, effective security solutions to our customers. As technologies and threats evolve, Bitdefender continues to proactively develop and shape its solution set. To ensure that the resulting new solutions and feature modifications are customer-ready and of world-class quality, Bitdefender hosts beta campaigns prior to releasing its solutions to solicit feedback from customers and partners. Premier and Plus partners are automatically enrolled in Bitdefender's beta program, being able to make their voice heard in the development of Bitdefender solutions. Also, due to having access to feedback and pre-release information, these partners have the unique opportunity to validate pre-released products, to influence future Bitdefender development direction and to better prepare themselves for selling the to-be-released solutions.

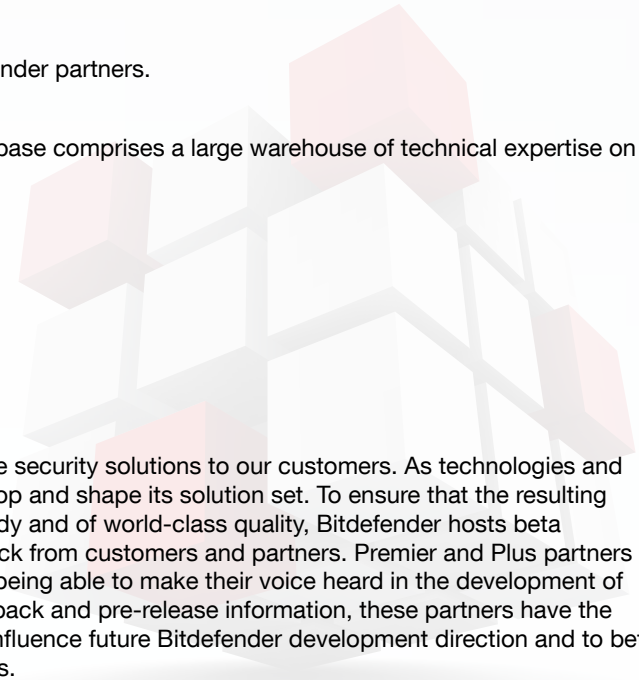
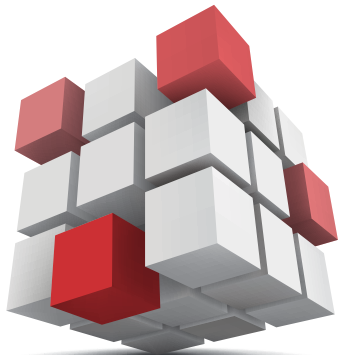
Partners can find details on Bitdefender's Beta Program, including information on requirements and how to sign up, on Bitdefender Partnerlink.

Direct Technical Support Link

Bitdefender is committed to delivering high value support to both customers and partners, in order to make sure that the appropriate solutions are acquired, installed and used and they work as intended. To satisfy this commitment, Bitdefender provides pre-and-post sales technical support communication channels in order to enable Bitdefender Partners to solve the most challenging issues for their customers. This support structure is customized to accommodate the different needs of our global partners, and is available regionally. Local support contact information is available on the Bitdefender Partner Advantage Network portal.

Technical e-Newsletters*

Bitdefender strives to provide partners with the relevant and timely product information they need in order to serve their customer base effectively. To that end, Bitdefender delivers regular technical newsletters containing updated product information, whitepapers, troubleshooting articles and other key technical information to all its partners. The newsletters vary by region in order to adapt to the culture and specific needs of the Bitdefender partner base of a specific area.



Training Benefits

Bitdefender is committed to create an independent, knowledgeable, and successful partner network and the training and continuous education are key components in achieving this strategic goal. The Partner Advantage Network provides easily accessible sales and technical training materials that will enable its partners to effectively sell and implement Bitdefender security solutions. Bitdefender encourages all authorized partners to take advantage of these benefits to increase their opportunities for success.

Below you may find an overview of the sales and technical training Bitdefender is currently offering to its partners. Bitdefender continuously updates the existing courses and develops new ones, so please stay tuned for new additions in the platform. All Bitdefender partner training courses are FREE of CHARGE.

Sales Professional Online Track

Bitdefender Sales Professional training is an interactive, voice-on-demand course that is available online. The Sales Professional Training track is designed to teach partners about Bitdefender solutions basics and how to present Bitdefender products to prospective and existing customers. The sales training courses are accessible through the Bitdefender Partner Advantage Network portal.

Technical Professional Online Track

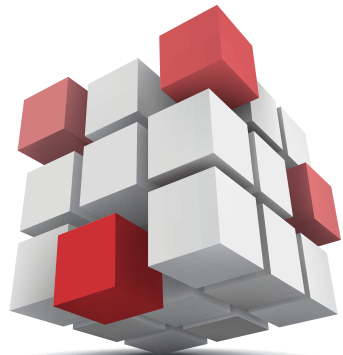
Bitdefender Technical Professional track is an online, self-paced course designed to be a springboard for technical professionals new to Bitdefender security solutions. The completion of the online technical training course will enable technical engineers of an authorized Bitdefender Partner to successfully install and implement Bitdefender security solutions, and answer customers' detailed product questions.

Technical Training Webcasts

Bitdefender periodically invites qualified partners to exclusive live webcasts that provide timely in-depth information about the latest Bitdefender product releases. These live presentations offer partners the opportunity to receive answers to their specific questions and to provide feedback to Bitdefender Product Management Teams.

Continued Education

Bitdefender regularly develops and publishes updated technical and sales professional training tools to the Bitdefender Partner Advantage Network portal, which allow partners to develop and keep up-to-date their competitive advantages. Bitdefender notifies partners when new training materials are available in technical newsletters and other partner communications channels.



Partner Requirements

Program Requirements

Items marked with an asterisk (*) indicate regionally adapted program elements.

Bitdefender Partner Advantage Network requirements are structured to foster a skilled, knowledgeable and ambitious partner community that is intended to perform at a high level in selling and implementing Bitdefender solutions.

A detailed list of the requirements that partners must meet to maintain or move up through Partner Network Advantage levels follows. There are three core requirements that partners must fulfill to maintain their partner level: current agreements and profile information, the appropriate level of sales and technical certification for the corresponding level of partnership, the attainment of revenue commitments and, at the Plus and Premier levels a sustainable business plan.

Partner Agreements

Partners accepted into Bitdefender Partner Network Advantage must work according to the partner program framework agreement presented during the application process. The agreement sets forth terms, conditions, and operating expectations for both partners and Bitdefender to follow. Partners must maintain within the conditions of their agreement with Bitdefender in order to maintain their Partner Network Advantage membership status.

Company Profile

All Bitdefender partners must complete and maintain current and accurate company information in their Company Profile declared in Bitdefender Partner Advantage Network. Bitdefender will periodically review the accuracy of partner profiles information, as part of the Partner Status Review.

Bitdefender Solution User

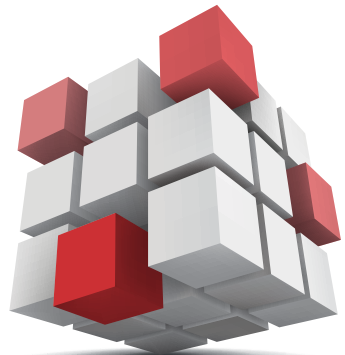
Bitdefender believes that regular use of its security solutions leads to increased understanding of its product set, creating greater selling incentives within its partners. Premier and Plus partners in the Bitdefender Network must install and use a specified number of Bitdefender Business Products for productive internal use within their company. The number and type of products will be determined in conjunction with the Bitdefender Channel Account Manager.

Business Plan/Quarterly Business Review

Bitdefender partners are required to develop and use a Bitdefender business plan in that is communicated and reviewed together with their Bitdefender Channel Account Manager. The business plan will contain and document partner-specific sales strategies and execution methods in the areas of lead generation and marketing, and will outline target customer profiles, revenue goals and partner commitments. It also provides an objective format for measuring partner success. Partner business plan templates are located on Bitdefender Partner Advantage Network. Plus and Premier partners must review and update their Bitdefender business plan on a quarterly basis with their Channel Account Manager and Channel Marketing Manager.

Partner Status Review

Bitdefender will review the partner status and compliance milestones against program requirements on a quarterly basis, providing the information needed in order to review and adjust partner level. In order to maintain their Partner Advantage Network status, partners must meet their own sales commitments of Bitdefender products and must maintain accurate company profile information on Bitdefender Partner Advantage Network.



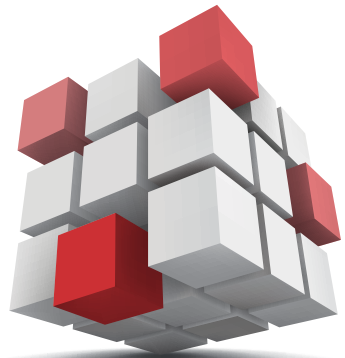
Financial Requirements

Annual Revenue Attainment Goals

Select, Premier and Plus partners must establish and meet annual revenue commitments agreed with the Bitdefender Channel Account Manager. Revenue commitments will vary by partner type and geographic location.

Partner Resource Investments

To maximize the success of its partner investments, Bitdefender requires all partners to maintain primary business and technical contacts, according to their partner level. Partners must clearly communicate all primary contact information to their local Channel Account Manager and update whenever the case their profile in Bitdefender Partner Advantage Network.



Training Requirements

Product knowledge is a critical factor in enabling Bitdefender partners to sell, deploy, and support Bitdefender products effectively. To ensure partners are equipped with all they may need to sell and implement Bitdefender products, the partners must meet minimum training requirements depending on their partner level. The required training courses and certification processes are available on Bitdefender Partner Advantage Network free of charge.

Bitdefender sales and technical training and certification requirements are listed in the tables below:

Minimum Sales Training and Certification Requirements

	Registered	Select	Plus	Premier
Training Courses				
Sales Professional and Training Certification		1	1	1
Sales Certification		1	1	1

Minimum Technical Training and Certification Requirements

	Registered	Select	Plus	Premier
Training Courses				
Technical Professional Online Training				1
Training Certification				1

Advancing in the Bitdefender Partner Advantage Network

The Bitdefender Partner Network Advantage Program provides a clear growth track towards higher levels of support, rewards and recognition for its members. Bitdefender encourages the partners who desire to apply for a higher level of partnership to submit their request for partner status assessment to Bitdefender at any point during the twelve-month period during which their partner program status is valid, of they think they are entitled to a higher classification level. Bitdefender requires its partners to provide evidence that they comply with the Bitdefender Partner Advantage Network requirements for the higher level of partnership, apart from the revenue attainment objectives that are an important part of getting upgraded.

Discontinuing Participation in the Bitdefender Partner Program

Discontinuation in the Bitdefender Partner Advantage Network is subject to the Terms and Conditions in the program agreement.

