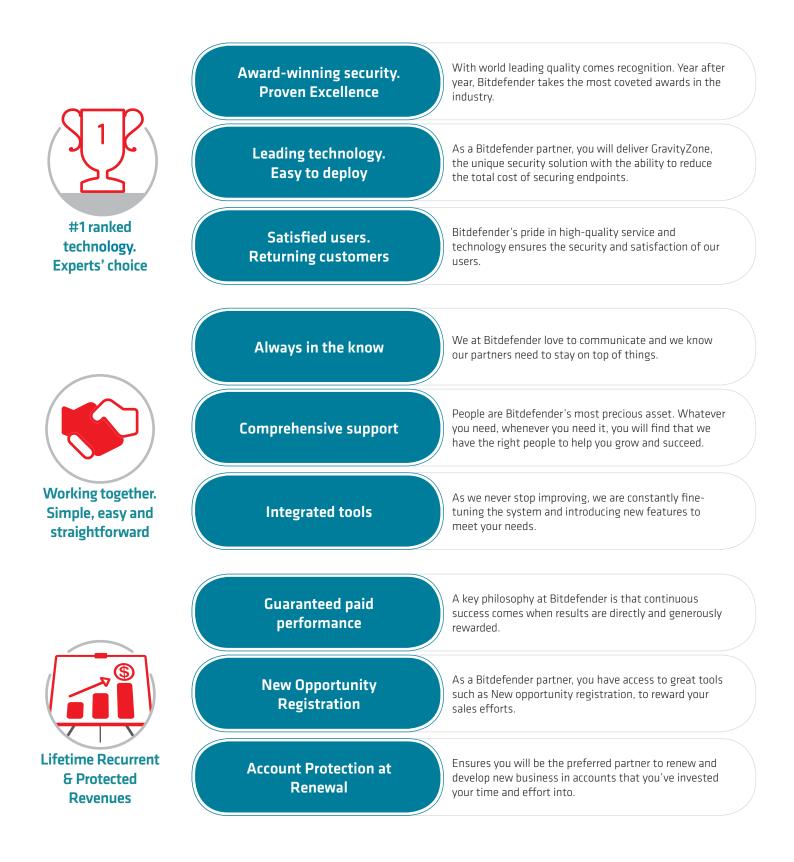
Bitdefender<sup>®</sup> Partner Advantage Network

## Why become a Bitdefender partner?



## Bitdefender<sup>®</sup> Partner Advantage Network

## **BENEFITS**

BENEFIIS				
		Bronze	Silver	Gold
Program	Account Management	Ŷ	$\square$	$\mathbf{P}$
Benefits	- Partner Portal	$\bigcirc$	$\bigcirc$	$\bigcirc$
	Partner Communications	$\bigcirc$	$\bigcirc$	$\bigcirc$
	Marcino			
Financial	Margins			
Benefits	New Opportunity Registration Discount	$\mathbf{\nabla}$		
	Credit Limit	Ŷ	$\square$	$\square$
	Partnership Status Logo			
Marketing	Co-Branded Collaterals	Ă		
Benefits	<ul> <li>Marketing Development Funds (MDF)</li> </ul>	Ă		
		Ĭ	Ť	
	Demand Generation & Sales Resource Tools	$\bigcirc$	$\bigcirc$	$\bigcirc$
	New Opportunity Registration	$\bigcirc$	$\bigcirc$	$\bigcirc$
Sales Support	Account Protection at Renewal	$\diamond$	$\bigcirc$	$\bigcirc$
Benefits	Business Leads	$\diamond$	$\bigcirc$	$\bigcirc$
	NFR License Keys	$\bigcirc$	$\bigcirc$	$\bigcirc$
	Partner Locator	<b></b>	$\bigcirc$	$\bigcirc$
	Access To Knowledge Base	$\bigcirc$	$\mathbf{Q}$	$\bigcirc$
Technical <sub>–</sub> Benefits		$\bigcirc$	$\bigcirc$	$\bigcirc$
велептя	Beta Program	Ŷ	$\bigcirc$	$\bigcirc$
	Interactive Sales & Technical Online Courses			
	Training Webcasts	Ă		
Training And Enablement	Product Demos	Ă		
Benefits	Professional Certifications			
benefits	Onsite Trainings	Ă	Ă	Ŏ
	Sales & Technical Training Materials	Å	Ă	
	- Galos a reonnioar manning Matchalo	C	<u> </u>	<u> </u>
REQUIREMENTS OVE	ERVIEW			
-	Partner Agreements	$\bigcirc$	$\bigcirc$	$\bigcirc$
Program Requirements	Company Profile	Ó	$\bigcirc$	$\bigcirc$
Requirements	Business Plan	$\diamond$	$\bigcirc$	$\bigcirc$
Financial	Annual Revenue Attainment Goals	$\square$		
Requirements	Annual nevenue Attainment doals	Ý	<b>Y</b>	
	Sales Professional Training & Certification	$\vdash$		
Training 🛛 🛏		Y	$\square$	$\square$
Requirements	Technical Professional Training & Certification	$\bigcirc$		

Bitdefender

Bitdefender delivers security technology in more than 100 countries through a cutting-edge network of value-added alliances, distributors and reseller partners. Since 2001, Bitdefender has consistently produced market-leading technologies for businesses and consumers and is one of the top security providers in virtualization and cloud technologies. Bitdefender has matched its award-winning technologies with sales alliances and partnerships and has strengthened its global market position through strategic alliances with some of the world's leading virtualization and cloud technology providers.

FOR MORE INFORMATION VISIT: bitdefender.