



Welcome to the Accellion Partner Network

The Accellion Partner Network is for our entire partner ecosystem that sells, builds, develops, or trains on Accellion products and solutions. The Accellion Partner Network is designed to recognize your expertise, reward you for the total impact you have in the marketplace, and deliver value to help your business thrive.

Our Guiding Values to Build Great Partnerships:

- Customer Focus
- Trust
- Flexibility
- One Team
- Ease-of-doing-business

Accellion Partner Network Overview

The Accellion Partner Network was designed for resellers to facilitate a successful partnership with Accellion through offering benefits such as discounts and margins, support, and tools through which partners can develop, promote, and sell their Accellion-based products, services, and solutions.

The Accellion Partner Network is comprised of three tiers: Platinum, Gold, and Silver. The benefits and requirements for the tiers are listed below.

| Benefits | Platinum | Gold | Silver |
|--|----------|------|--------|
| Deal Registration | • | • | • |
| Renewal tracking and alerting | • | • | • |
| Not for Resale Demo | • | • | • |
| Partner Portal Access | • | • | • |
| Knowledge Base Access | • | • | • |
| Approved Partner Logo | • | • | • |
| Quarterly Newsletter | • | • | • |
| Webinars | • | • | • |
| Channel Manager | • | • | Email |
| Early access to product release | • | • | |
| Eligible for MDF | • | • | |
| Access to joint marketing programs | • | • | |
| Partner Marketing Manager | • | • | |
| Eligible for Partner Advisory Council (by invitation only) | • | | |
| Promotions and rewards | • | | |
| Quarterly review/planning - on-site | • | | |

| Revenue Requirements | Platinum | Gold | Silver |
|--|-----------|-----------|----------|
| Total revenue in a calendar year | \$250K+ | \$100K+ | N/A |
| Year 3 Increase | \$500K+ | \$250K+ | N/A |
| <i>* Minimum 40% incremental new recurring revenue</i> | | | |
| Operations | | | |
| Partnership Agreement | • | • | • |
| Minimum revenue commitment | • | • | N/A |
| Submit deals through deal registration portal | • | • | • |
| Sales Representatives | x2 | x2 | x1 |
| Pre-sales Engineer | x2 | x1 | |
| Implementation Engineer | x1 | | |
| Sales Training | • | • | • online |
| Technical Training | As needed | As needed | N/A |