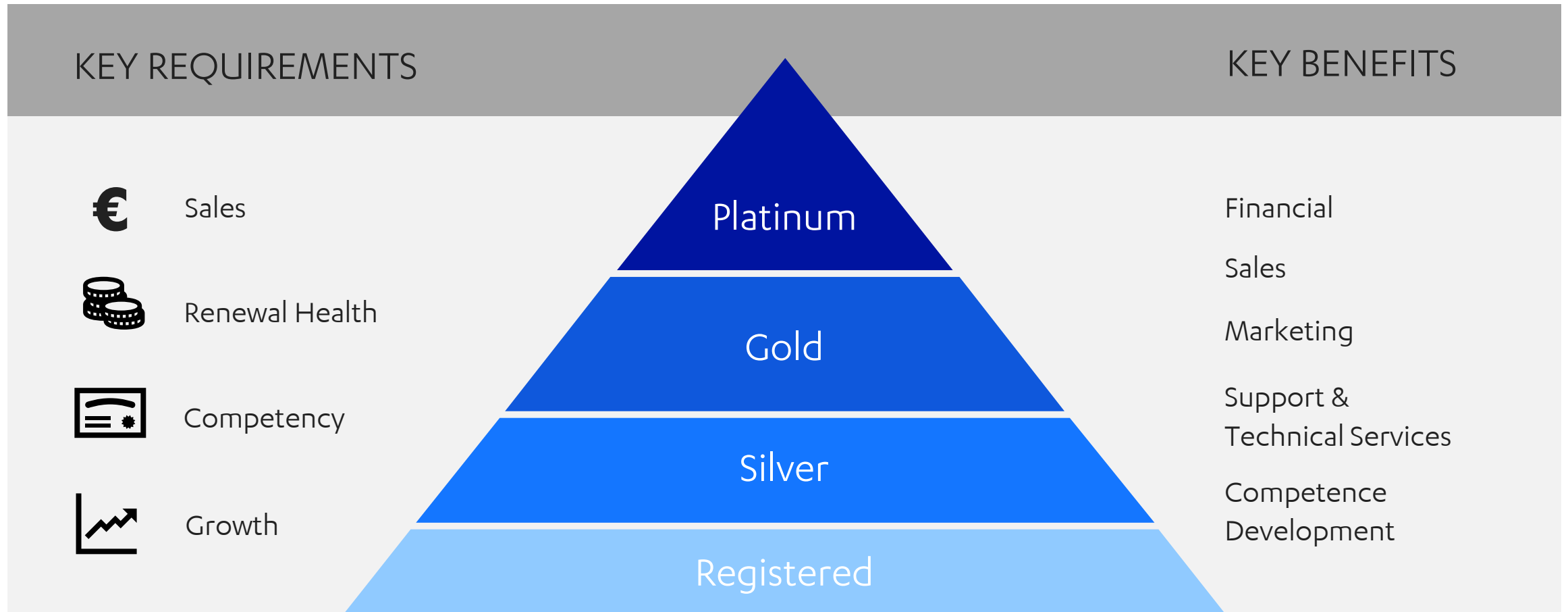


GLOBAL PARTNER PROGRAM



NEW GLOBAL PARTNER PROGRAM



STRUCTURE



NEW BENEFITS IN 6 CATEGORIES

General

Financial





Sales

Marketing

Technical Services

Competence Development

KEY BENEFITS BY TIER LEVEL

 F-Secure Platinum Partner.	 F-Secure Gold Partner.	 F-Secure Silver Partner.	 F-Secure Registered Partner.
<p>Discounts & Target Bonus</p> <p>Marketing Services MDF</p> <p>Technical Support Technical Service Manager</p> <p>Expert & Specialist trainings</p> <p>Executive Sponsorship Partner Advisory</p> <p>Business Plan</p>	<p>Discounts & Target Bonus</p> <p>Marketing Services MDF</p> <p>Technical Support</p> <p>Expert trainings</p> <p>Executive Sponsorship</p> <p>Business Plan</p>	<p>Portal services</p> <p>Marketing Resources & Training Co-Op Funds</p> <p>Pre-Sales Support</p> <p>Deal Registration</p> <p>Portfolio NFR licenses</p> <p>Partner Locator</p> <p>Training Enablement</p>	<p>Portal services</p> <p>Marketing Resources & Training</p> <p>PSB NFR license</p> <p>Training Enablement</p>

BENEFITS TABLE

	PROGRAM BENEFIT	PLATINUM	GOLD	SILVER	REGISTERED
GENERAL	Partner Portal	x	x	x	x
	Partner Communications	x	x	x	x
	Partner Logo Program	x	x	x	x
	Free testing licenses	x	x	x	
	Joint Business Plan	x	x		
	Global Partner Event	x	x		
	Executive Sponsorship	x	x		
	Eligible for Partner Advisory	x			
	Partner Discount	%%%	%%%	%%	%
FINANCIAL	Partner Promos	x	x	x	x
	Flexible billing options	x	x*)		
	Sales Performance Incentives	x	x		
	Sales support	x	x	x	x
SALES	Pre-sales support	x	x	x	
	Deal registration	x	x	x	
	Sales Leads	x	x	x*)	
	Joint sales activities	x	x		

*) Based on specific criteria

	PROGRAM BENEFIT	PLATINUM	GOLD	SILVER	REGISTERED
MARKETING	Marketing resources/tools	xx	xx	x	x
	Marketing training	x	x	x	x
	F-Secure Partner locator	x	x	x	
	Joint press release, case studies	x	x	x*)	
	Performance Based Marketing Funds			x*)	
	Marketing Development Funds	x	x		
	Joint Marketing plan	x	x		
	Technical support tools	x	x	x	x
	Technical Support team	24/7	24/7	Business hours	Business hours
TECHNICAL SUPPORT	Request for sample classification	x	x	x	x
	Support case priority	x	x		
	Customer Satisfaction Reports	x	x		
	Access to self-help raw content	x			
	Technical Service Manager	x			
ENABLEMENT AND TRAINING	Basic & Advanced training Self-Study	x	x	x	x
	Advanced training with Instructor	\$	\$\$	\$\$\$	\$\$\$\$
	Expert training with Instructor	\$	\$\$	\$\$\$	\$\$\$\$
	Access to training raw materials	x	x		
	Subject Matter Specialist Training	x			

Please refer to **Partner Program Playbook** for benefit details

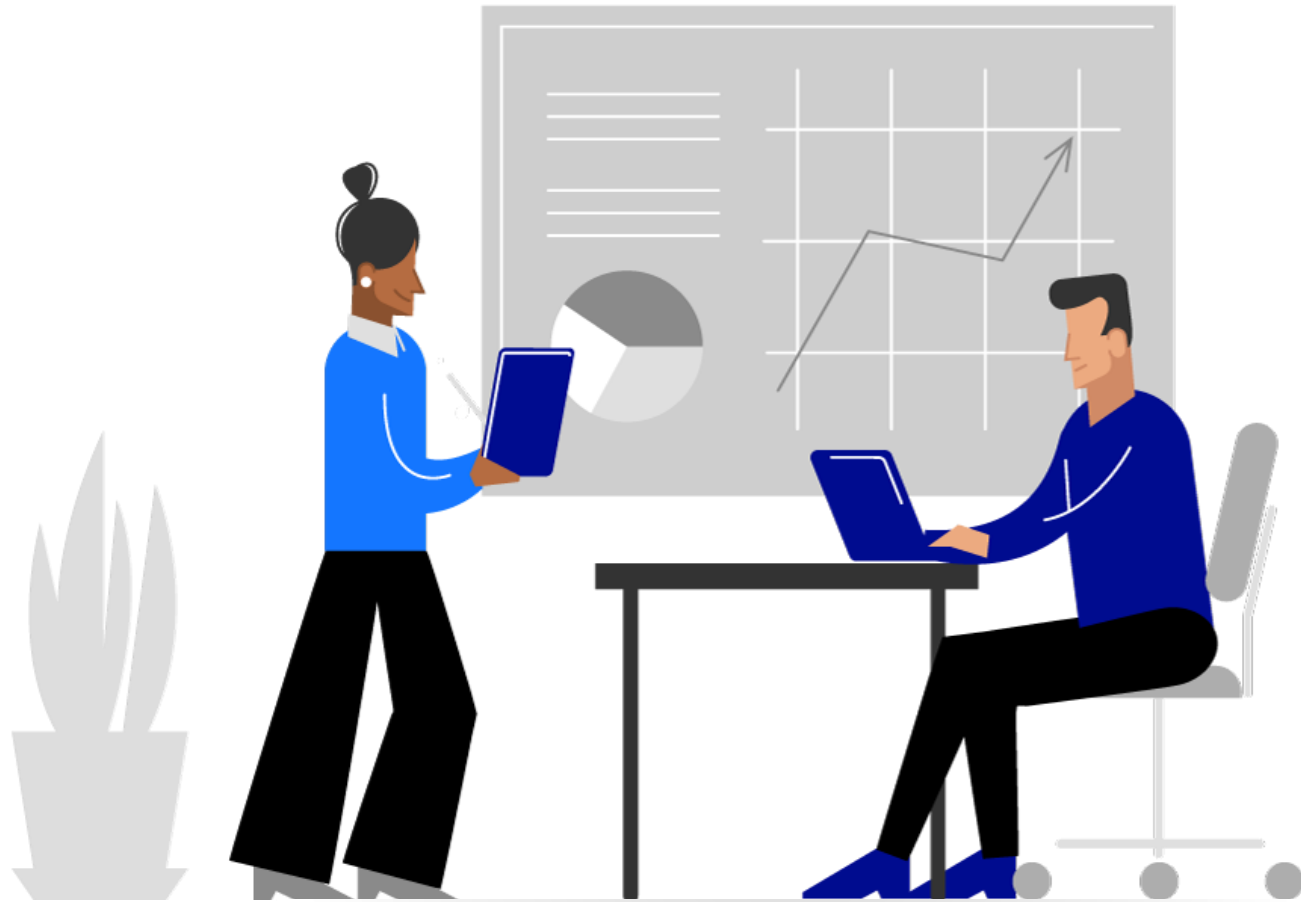
SALES

Joint Planning

Incentives

Deal Registration





MARKETING

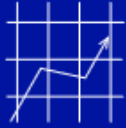
Joint Marketing Plan

Marketing Services

Marketing Funds

YOUR GROWTH KEEPS US GOING

Success follows good deeds. Our mission is to help you to grow your business.



The more you grow,
the more we'll invest
in resources.



Marketing planning support
& Marketing funds

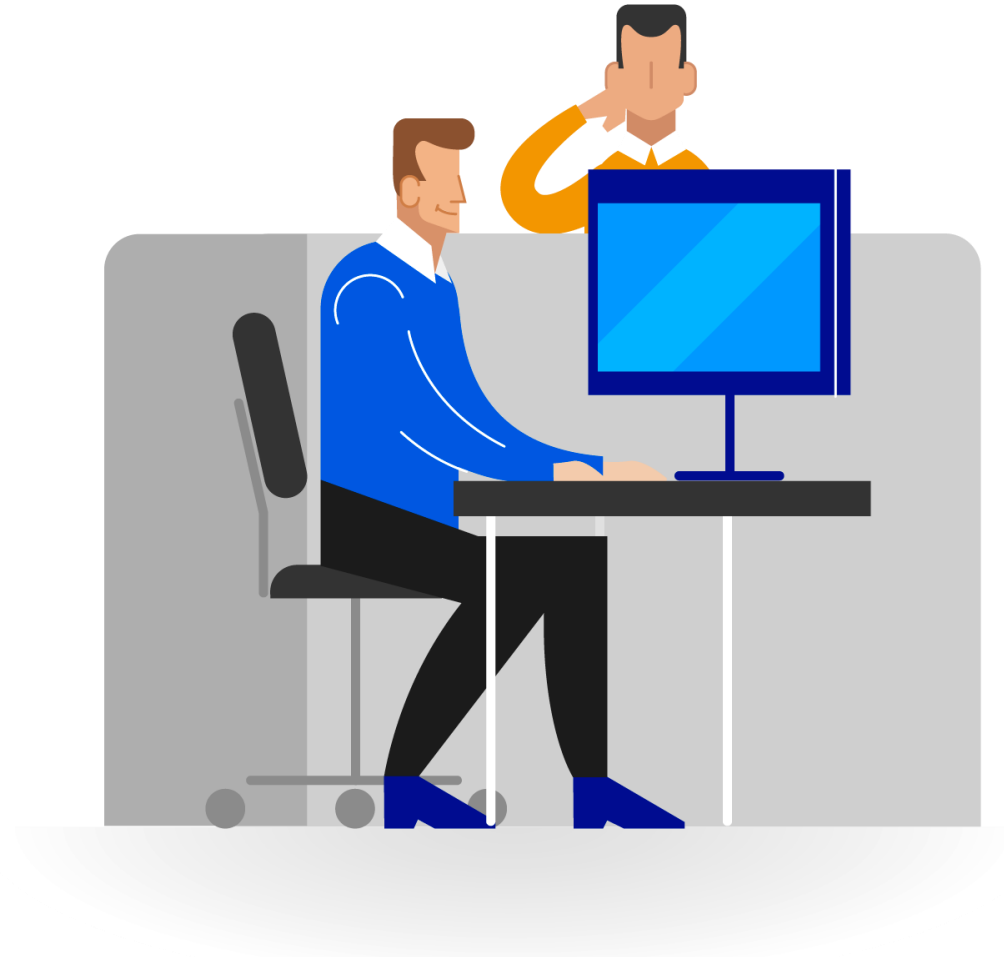


Market insights and
Marketing training



TECHNICAL SUPPORT

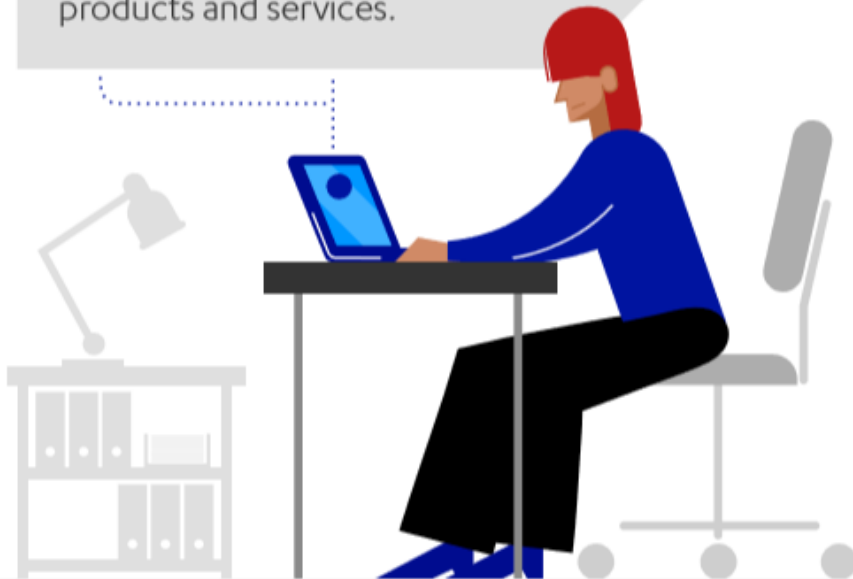
Technical Service
Manager
Support Assets



CREATING ENDLESS POSSIBILITIES

Our technical specialists deliver unique firsthand knowledge and expertise in F-Secure products and services for your use. It's our business to secure your business.

Our specialists are ready to assist you with their expertise and knowledge of F-Secure products and services.



24/7



Top tier partners will receive 24/7 support and be assigned a dedicated specialist throughout the customer journey.



Easy access to support through partner portal: With our technical support coverage, you will never be without answers.



COMPETENCE DEVELOPMENT

Onsite Trainings

Learning Management System

Advanced & Expert Trainings



MAKING BUSINESS SIMPLE AND EFFECTIVE

We have invested in resources to enable the ease of doing business with us.

Top tier partners will have dedicated contacts from F-Secure for support.



Doing business as an F-Secure partner has never been more convenient. Partner Portal offers all services with one easy access point.



REQUIREMENTS

KEY REQUIREMENTS



F-Secure
Platinum Partner.

Sales 300.000 €

New Sales
Growth 10%

Renewal Target

Certifications

Business Plan



F-Secure
Gold Partner.

Sales 100.000 €

New Sales
Growth 10%

Renewal Target

Certifications



F-Secure
Silver Partner.

Sales 10.000 €

Quarterly ordering

Renewal Target

Certifications



F-Secure
Registered Partner.

Basic Qualification
Criteria

SALES THRESHOLDS

Sales €

Sales are followed as Partner generated Order-In-Take (OIT) including orders to Distribution

Thresholds are set in local currency

New Sales Growth %

New customer acquisition-, cross-sell- and SaaS order intake value in the running year, compared to the same value year-to-date in the previous year

Renewal Health

Timely*) renewed seats against partner's renewal base in annual licensing model
SaaS is not included in Renewal Health

**) placed at least 30 days after asset expiry date*

BE STRONGER WITH US

We share our skills and specialized cyber security know-how to give you a competitive advantage

Product & Portfolio trainings

Free online advanced trainings

Expert level training



PLATINUM

WIDE PATH:
12 certifications
• 3 solutions at advanced

DEEP PATH:
9 certifications
• 2 solutions at expert

GOLD

WIDE PATH:
8 certifications
• 2 solutions at advanced

DEEP PATH:
5 certifications
• 1 solutions at expert

Deepen your know-how and competence by online and class room trainings provided by our experts

SILVER

3 basic level training courses

REGISTERED

FOLLOW YOUR PERFORMANCE

F-Secure **F-SECURE PARTNER PORTAL**

Home Ordering SaaS My Customers My Support Get Certified **Partner Program** More Adam Smythe

Total sales

Year-to-date
50 097 €

YoY **↑7%**

Platinum	300 000 €
Gold	100 000 €
Silver	10 000 €

New sales growth

Year-to-date
5 129 €

YoY **↑8%**

Gap to target
4 871 €

Target YoY **↑10%**


Renewal health (seats)

Year-to-date renewed
250

YTD base 500 (50%)
Whole year base 1000 (25%)

Platinum	900
Gold	800
Silver	700

Your partner status



Silver Partner

Request level up

About Partner Program (Download PDF)

Certifications (8)

Certificates	Holder	Expiration date
Cloud Protection for Salesforce	Janette Williams	10.12.2019
Cloud Protection for Salesforce	Cortez Barona Vazques	30.08.2022
Rapid Detection and Respond Service	Maximus Postokopulus	17.01.2021
Threat Shield	Mithondriy Cherevashko	08.03.2020
Threat Shield	Maja-Sajja Koskinen	11.03.2020

[Show more \(3\)](#)

Order frequency

Quarterly results

Q1	Q2	Q3	Q4
Jan ✓ Feb ✓ Mar ✗	Apr ✓ May ✗ Jun ✗	Jul ● Aug ● Sep ●	Oct ● Nov ● Dec ●

FOR HOME

- Products
- Download
- Renew

FOR BUSINESS

- Products & services
- Downloads & hotfixes
- Support

FOR PARTNERS

- Resellers
- Retailers
- Operators

BLOGS

- Safe & Savvy
- Business Security Insider
- F-Secure Labs

ABOUT

- Company
- News
- Investors
- Careers
- Offices

LABS

- Labs blog
- Latest threats
- Remove threats
- Submit a sample
- Beta programs

SUPPORT

- Knowledge base
- Software updates
- Community
- Support tools
- Contact support

MANAGE YOUR PORTAL USERS

[All Users \(16\)](#)

Username	Account Name	PP2 Services	Menu
CHUCK BUMP CHUCK AUTOMATION	TT Consulting Oy	Admin	Edit PP2 Services
JOHN BUMP JOHN AUTOMATION	TT Consulting Oy	eOrdering	Edit PP2 Services
ERIC BUMP ERIC AUTOMATION	TT Consulting Oy		Edit PP2 Services

TIMELINE

COMPLIANCE WINDOW

Following key performance indicators
Agreeing and executing the action plan
Enjoying some of the new benefits

ONE TO ONE MEETINGS

PARTNER COMMUNICATIONS:
NEWSLETTERS, WEBINARS,
PARTNER PORTAL

UPDATED TIERS
NEW DISCOUNTS
NEW BENEFITS

JUN

JUL

AUG

SEP-DEC

JAN 2020



F-Secure®