



**THEGREENBOW**  
PARTNER PROGRAM



## Overview

Implementing security can be complex. Things to consider when designing a security system include not just the technology required, but also the effect it will have on security policies, business processes, a company's assets and even the people who use it.

Without the right skills and experience a customer could expose its users or partners, its applications, servers and valuable data to a high level of risk.

At TheGreenBow, we have heavily invested in our Partner program as we believe system integrators, security specialist, resellers are the best equipped to deliver on promises. Our partner program is called **TheGreenBow Partner Program** and it has been developed with partner in mind, providing essential benefits to win more business.

As you'll see presented in this brochure, **TheGreenBow Partner Program** addresses Sale Support, Tech support, Service Support, Rewards, Branding and Registration requirements and benefits.



TheGreenBow Partner Intranet

## Partner Program Benefits

### Partner Email and Partner updates

Get listed on our breaking newsletter broadcast to partners. TheGreenBow Newsletter contains relevant information about product update announcement, release content, partner program news, pricing updates and promotions, new certified products and more.

### TheGreenBow Website listing

Our partners are listed on our website helping customers to locate the right partner to deploy TheGreenBow technology. It also provides maximum exposure to your service strategy on security. Use 'Publish yourself' page on Partner Intranet.

### TheGreenBow Partner Logo usage

We provide a website kit containing logos, product screenshots, Official Partner Logo for your website. You can add them and other marketing materials onto your website, or any marketing material you produce with them to promote security services.

### Sales & Marketing Support

Depending on availability and upon approval, you can have access to our sales forces, sales engineers or marketing experts to assist you in the sale process, or major events and tradeshows.

### TheGreenBow Partner Intranet

Once approved and registered on our website, you can access TheGreenBow Partner Intranet containing online purchase, Website kit, knowledge base, feature request process, direct access to techsupport and more.

### Partner & Volume discounts

As an Official Partner, you'll get an automatic and significant rebate on public prices. Plus, you get additional discounts for volume orders. As part of the Partner Program kit, you'll be provided with the volume discount table and reseller price list upon registration.



### **Purchase orders: Small or Big**

Save time in managing invoices, license number distribution and money flows. You can use your TheGreenBow Partner ID to logon onto our Partner Intranet and process online purchase orders. We process orders at your discount level and you'll get licenses instantaneously. There is no minimum order.

### **Reward Program**

We recognized the power of our Partner contribution and we'll reward them. The Reward Program gets you free licenses, it is extremely simple and it is available upon registration. You get free license keys each time you contribute in improving the products. The list of contribution includes (but not limited) new software language, new router configuration guide, new mobile device, customer use case/testimony, and more.

### **Increase Margin**

You can buy large number of license taking advantage of our volume discount, and resell those licenses in smaller numbers to different customers increasing your margin. Logon onto your Partner Intranet space and go to our 'Margin Calculator'.

### **Technical support**

We make available specific resources for technical support through phone and email for our partners. Get priority by using your Partner Intranet space.

### **No Partner Program Enrollment Fee**

Our Partner Program does not include any enrollment nor set up fee.

## **Partner Program Process**

Becoming a reseller of TheGreenBow products is very easy. The first step is to apply online.

### **Signup on Partner Application**

You can apply online using the [Partner Application Form](#) available on our web site, and you'll receive our approval within two business days. Upon application approval, the program can be executed.

### **Receive Partner Program Kit**

Upon approval, you'll receive a Partner Program Kit containing your TheGreenBow Partner login/password, your Reseller Price List with volume discount, your TheGreenBow Official Partner Logo and Website kit, the latest product datasheet and Newsletter.

### **Purchase software license**

Our products are distributed electronically. We do not require any minimal order: you can order licenses when you need them.





## Partner Program Benefits and Requirements

	Requirements	Benefits
All TheGreenBow Products		✓
Partner Email and Updates		✓
TheGreenBow Website Listing	Go to 'Publish Yourself' page	✓
TheGreenBow Partner Intranet		✓
TheGreenBow Partner Logo usage		✓
Rewards Program	See inside Partner Intranet	✓
Sales & Marketing support		✓ Availability & Approval
Partner Discounts		✓ See Partner Price List
Volume Discounts		✓ See Partner Volume Discount
Purchase Orders: Small or Big		✓
Resell: All or One By One	Use the Margin Calculator	✓
Technical Support Priority	Use your Partner Intranet space	✓
No Partner Program Enrollment Fee	Order as you grow	✓
Partner Program Kit		✓

## Partner Program Contact

Partner Program Manager: +33 1 43 12 39 30

Partner Program email: [partners@thegreenbow.com](mailto:partners@thegreenbow.com)

Partner Program online: [www.thegreenbow.com/partners](http://www.thegreenbow.com/partners)