

A wireframe map of the world, composed of a network of interconnected lines forming a mesh that outlines the continents.

## Join us

Partners are critical to our customers' security strategy, and the Partner Program provides exceptional support to market, design, sell, and deliver solutions. With modest investment, partners gain excellent benefits and a long-term, rewarding partnership.

### **Partnering with Corelight**

Participating fully in the Corelight Partner Program will ensure that your organization is well positioned to promote, sell, install and configure Corelight solutions effectively at your customers. Becoming a Corelight channel partner also entitles you to the benefits available for your program category. If you make the modest investments required and take advantage of the benefits outlined in this guide, we are confident that we will enjoy a mutually beneficial partnership for years to come.

### **About the program**

Platinum level partners are fully-trained advocates with a demonstrated commitment to Corelight who receive substantial benefits. Gold level partners are newer participants with lower training requirements. The program offers level-based benefits including deal registration, eligibility for marketing support or marketing development funds, and sales incentives.



# Program benefits

Benefits and requirements	Gold level	Platinum level
Registered discount—appliance	35%	35%
Registered discount—subscription	25%	30%
Non-registered discount (includes renewals)	5%	5%
Renewal discount—registered incumbent	25%	30%
Annual product revenue minimums	\$250,000	\$750,000
Technically enabled staff	1	2
Sales, technical & deployment training	☑	☑
Marketing development funds	☑	☑
Partner portal—sales tools & deal registration	☑	☑
Joint marketing, press releases, & end-user events	☑	☑
Field account planning & mapping	☑	☑
Joint business / go-to-market plan	-	☑
Sales leads	-	☑
Targeted spiff programs	-	☑
Roadmap briefing	-	☑

## Sales process

- Partners must have a valid Reseller Agreement, meet program requirements, and maintain their good standing.
- U.S. partners purchase and submit orders for licenses via [orders@corelight.com](mailto:orders@corelight.com) and their account team.
- Resale certificates are required, and Corelight reserves the right to charge sales tax until they are provided.
- Partners outside the U.S. can purchase from Corelight or select partners in their region.
- Allow 48 to 72 business hours for license requests.
- Advertising or displaying pricing is prohibited.

## Deal registration process

- Any project-based deal from Corelight or a partner can qualify.
- Requests are submitted via the [registration page](#).
- Registration requests will be responded to within two business days.
- If approved by the sales team, deal registration is valid for 120 days from the date of submission as long as it converts to an opportunity within 30 days.
- Requests must be qualified by the sales team within 30 days via conference call or in-person meeting.
- Extensions may be requested before the registration expires.
- Disqualification will occur if a request fails to meet criteria and progress into the pipeline, or if the customer requests another partner in writing.

For more information:

[channel@corelight.com](mailto:channel@corelight.com)

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