

## HyTrust Reseller Program

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Increase your margins while providing award winning virtualization security, compliance, and micro-segmentation solutions to help round out your cloud and virtualization practice.

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Learn more about partnership opportunities with HyTrust at <http://www.hytrust.com/company/partners/>

Increase your margins while providing award winning virtualization security, compliance, and micro-segmentation solutions to help round out your cloud and virtualization practice. HyTrust is looking for the best of the best solution providers and resellers with expertise in security, virtualization and cloud to represent us around the globe.

Our Reseller Partner Program is divided into two levels; Authorized and Referral. See below for the listing of requirements and benefits for our Authorized level. The Referral Partner level allows resellers and solutions providers to transact HyTrust opportunities while working toward their Authorized Partner requirements.

### **Authorized Reseller Partner Requirements:**

- Online partner application
- Signed HyTrust reseller agreement
- Sales and technical training
- Marketing campaign - one per quarter
- Quarterly business reviews
- Pipeline reporting
- HyTrust branding on partner website
- Work toward HyTrust annual product sales target

### **Authorized Reseller Partner Benefits:**

- Ability to resell HyTrust licenses and support
- Pre- and post-sales technical support
- Joint sales calls
- Access to sales tools and collateral
- Access to regularly scheduled webinars
- Sales and technical enablement
- Opportunity registration \*
- Not for resale licenses
- Pre-release product briefings
- Marketing support
- Business development planning
- Use of HyTrust logo

\* U.S. federal government opportunities only.