

Stand Apart from the Crowd with Red Condor

Channel Partners, Value-Added Resellers, Solution Providers



Partner with Red Condor and provide your end-user customers with unparalleled email security. As a Red Condor Partner, you'll receive a suite of benefits including marketing, sales, technical services, training, and support. Red Condor offers a comprehensive Partner Program, empowering Partners, like you, with the tools and resources you need to increase your bottom line and successfully grow your business.

Red Condor's products and services are easy to sell. There's no need to keep hardware or software in stock, which means no up-front costs and no inventory problems. You can sell both our Hosted Service and our MAG-series network appliances, and get great commissions on anything you sell. We can even set you up with a custom co-branded site thanks to our Private Label program.

A Partner Program that helps build your business

The Red Condor Partner Program offers an extensive range of benefits and services to support your chosen level of participation.

Red Condor provides its partners with comprehensive benefits that offer everything your business requires to succeed in recommending, selling, and supporting Red Condor products.



Three Levels for Partners of all sizes

We offer three levels of partnership to meet the evolving needs of your business:

Gold Partner Level: Gold Partners are leading email security solution providers who have proven expertise working with medium and large enterprises. Gold Partners work closely with Red Condor in developing business plans for market penetration and revenue expansion and receive all the privileges available from Red Condor's Partner Program.

Silver Partner Level: Silver Partners commit to working with Red Condor to regularly meet their clients' ongoing email security needs. Silver Partners work with Red Condor to deploy solutions that meet the needs of the clients they serve, when they need them.

Bronze Partner Level: Bronze Partners provide customers with Red Condor email security solutions as the need arises. With online, self-service access to marketing materials and training, members at this level have everything they need at their fingertips to meet customer requirements.

Our Partner Advantage:

Revenue & profit opportunity

Increase profitability with margins designed to impact your bottom line. Plus, realize substantial annuity-based revenue by providing managed services that renew annually.

Innovative technology

Win more business by providing Red Condor products to your customers - the only email protection with built in redundancy and Vx Technology! Plus Red Condor gives you the flexibility to offer both Hosted Services and Network Appliance solutions.

Repeatable business opportunity

Further secure your customer base and close new business by providing mission-critical anti-spam products and services that renew annually.

True channel support

Red Condor works hand-in-hand with you to close deals. We offer full pre and post sales support and are dedicated to helping partners achieve their goals.



Security | Service | Simplicity

888-9NO-SPAM
www.RedCondor.com



Partner Program Benefits Matrix

| | GOLD | SILVER | BRONZE |
|---|---------|---------|--------|
| Sales Resources & Support | | | |
| Performance-Based Margin | TIER 1 | TIER 2 | TIER 3 |
| Recurring Income from Customer Renewals | YES | YES | YES |
| Account Management Support | YES | YES | -- |
| Deal Registration Program | YES | YES | -- |
| Lead Sharing Program | YES | YES | -- |
| Partner Advisory Council | YES | -- | -- |
| Inside Sales and Pre-Sales Support | YES | YES | YES |
| Government, Education & Non-Profit Pricing | YES | YES | YES |
| Sales Incentive Programs | YES | YES | YES |
| Online Access to Sales Collateral and Tools | YES | YES | YES |
| Periodic Partner Communications | YES | YES | YES |
| Branded MAG Hosted Service (Dashboards & Digests) | YES | -- | -- |
| Online Secure Partner Portal | YES | YES | YES |
| Marketing Resources & Support | | | |
| Co-Marketing Options | MDF | MDF | -- |
| Tradeshaw Exhibiting Opportunities | YES | YES | -- |
| Public Relations Outreach | YES | -- | -- |
| Partner Ready Campaigns | YES | YES | YES |
| Online Access to Marketing Materials | YES | YES | YES |
| Welcome Kit | PREMIUM | PREMIUM | BASIC |
| Red Condor & Partner Program Logos and artwork | YES | YES | YES |
| Technical Resources & Support | | | |
| Not for Resale (NFR) Software <i>Red Condor's Hosted Service free for your use, up to 80 Licenses.</i> | YES | YES | YES |
| Technical Online Documentation | YES | YES | YES |
| Technical Support Hotline | YES | YES | YES |
| Access to Sales Engineering Team | YES | YES | -- |
| Beta Participation Program | YES | YES | -- |
| Product Roadmap Review | YES | -- | -- |
| Partner Education | | | |
| Live Sales and Technical Training | YES | YES | -- |
| Online Training Resources & Documentation | YES | YES | YES |
| Partner Requirements | | | |
| Reseller Agreement | YES | YES | YES |
| Quarterly Revenue Commitment | YES | YES | -- |
| Periodic Business Plan and Review | YES | YES | -- |
| Lead Follow Up and Reporting | YES | YES | -- |

Program specifications subject to change without notice.

Sign up Today!

Sign up today! Join Red Condor in the fight against spam. Sign up to be a Partner today. Complete an application online and our Sales Team will contact you with more details and next steps.

Call 1-888-9NO SPAM or visit www.RedCondor.com/Partners today for more information.