

# Osirium Accredited Partner Program

## COMPANY OVERVIEW

Osirium is the only UK owned and operated Privileged Access Management (PAM) vendor. Headquartered in the UK, near Reading, the company is a natural choice for organisations looking to prevent security breaches involving the theft or misuse of privileged accounts. Osirium enables organisations to comply with regulations such as ISO27001, PCI:DSS, GDPR, and PSN.

Osirium prides itself on its continuous efforts to innovate and bring new functionality to market. The Osirium suite not only helps organisations to manage privileged accounts but also to audit who did what and when through session recording. The suite also delivers task automation which enables organisations to streamline administration processes by packaging tasks and delegating them to lower level administrators without delegating the privilege.

## PROGRAM OVERVIEW

Osirium is committed to the channel and the company has developed this partner program to support our partners in delivering high growth for the company's PAM suite.

The Osirium partner program provides our partners with the enablement tools and training to achieve the highest levels of success. Osirium's sales and technical team will be 100% aligned with our channel partners to ensure an appropriate level of assistance is provided at all stages of the sales process.

Osirium is building a reputation that is founded on the most comprehensive PAM suite in the market. Osirium is trusted by organisations of all sizes and the company is dedicated to working with our partners to generate high growth and sustainable revenue streams from the sale of both product and services.

The Osirium partner program is designed to provide our accredited partners with access to sales, technical and marketing resources to assist them in developing and delivering a comprehensive level of service to their customers.

## PROGRAM BENEFITS

| Accredited Partner Program Benefits       |                 |            |         |
|---|-----------------|------------|---------|
|   | Reseller        | Authorised | Premium |
| Sales Support Program Benefits            | *               | *          | *       |
| Competitive Upgrade Support               | *               | *          | *       |
| Free Online and Onsite Sales Training     | via distributor | *          | *       |
| Free Online and Onsite Technical Training | via distributor | *          | *       |
| Channel Account Manager                   | via distributor | *          | *       |
| Renewal Assistance                        |                 | *          | *       |
| Telesales/Lead Generation Support         |                 | *          | *       |
| Not For Resale (NFR)/internal use license |                 | *          | *       |
| Listing on Osirium Partner Locator        |                 | *          | *       |
| Access to Online Lab Environment          |                 | *          | *       |
| Product Brochures and Sales Tools         |                 | *          | *       |
| Osirium Style Guide and Logo Usage        |                 | *          | *       |
| Access to Market Development Funds        |                 |            | *       |

## PROGRAM REQUIREMENTS

| Accredited Partner Program Requirements |          |            |                      |
|---|----------|------------|----------------------|
|   | Reseller | Authorised | Premium              |
| Marketing Actions per Quarter           |          | x 1        | x 2                  |
| Formal forecast & pipeline review       |          | Quarterly  | Monthly              |
| Qualified Technical Staff               |          | x 1        | x 2                  |
| Trained Sales Staff                     |          | x 1        | x 2                  |
| Agreed revenue target per quarter       |          | *          | *                    |
| Provide technical support               |          |            | 1 <sup>st</sup> line |
| Quarterly Business Review               |          |            | *                    |
| Osirium Page on Partner Website         |          |            | *                    |

## PROGRAM DISCOUNTS

| Accredited Partner Program Discounts  |          |            |         |
|---|----------|------------|---------|
|   | Reseller | Authorised | Premium |
| Reseller Discount (from RRP for deals generated by reseller)*   | 15%      | 25%        | 35%     |
| Reseller Discount (from RRP for deals generated by Osirium)*  | 5%       | 15%        | 25%     |
| * applies to deals unknown to Osirium, and that are approved by Osirium via the deal registration program   |          |            |         |
| Once a deal has been registered all additional quotes will be issued to resellers at a maximum of 15% discount  |          |            |         |
| Deals must be registered via the deal registration portal:<br><a href="https://pages.osirium.com/partner-deal-registration-form">https://pages.osirium.com/partner-deal-registration-form</a> |          |            |         |