

VERITAS™
Partner Force



A high-speed train, likely a Shinkansen, is stopped at a station platform at night. The train is white with a prominent red stripe along its side. Its headlights are on, and the platform is illuminated by overhead lights. The background shows the station's structure and other tracks.

VERITAS PARTNER FORCE QUICK GUIDE

Rewarding Capability, Commitment & Growth

Veritas Partner Force (VPF)

A program optimized for Information Management, which enables our partners to differentiate and win with Veritas solutions and value added services.

Key milestones for existing partners:

April 2016: Annual releveling exercise is based on Veritas Partner Force program requirements.

June 2016: Opportunity Registration and Margin Builder changes begin to take affect.

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Highlights of Veritas Partner Force

With Veritas, you will stay ahead of the market, deliver even more value to your customers and see an enhanced and more predictable profitability payback on your commitment and investment.

- **Greater opportunity to earn greater rewards - more predictably:** we have enhanced the Growth Accelerator Rebate, maintaining the rates while introducing a 3-step payout, increasing high growth accelerators and simplifying the quarterly payout. You will get paid from the first dollar and rewarded increasingly for your growth, providing you improved predictability and consistency in running your business.
- **Get paid on bigger deals:** we have increased the Opportunity Registration cap from US \$500K to US \$1M, while maintaining the payout rates. So as you create and register bigger Veritas deals with your strategic customers, you get rewarded for that commitment and that business.
- **Win by specializing in information management with Veritas:** for our skilled and committed partners, it's never been more compelling to get to platinum status and differentiate. We've reset requirements to two expert competencies, and removed the customer satisfaction requirement. We are also replacing the customer reference requirement with Customer Partner Success, to showcase your customer successes.

To find out more visit [Veritas Partner Force](#)

New Partners

New partners should apply for the Veritas Partner Force program at the Registered membership tier by completing the online application at [PartnerNet](#).

Upon Veritas' approval of the application and subject to acceptance of the VPF Terms, you may use PartnerNet to further explore Competencies, membership tiers, and benefits of the VPF.

To get started:

Visit [PartnerNet](#) and ensure your PartnerNet primary contact accepts your Veritas Partner Force program agreement terms.

Veritas Partner Force: rewarding capability, commitment and growth.



How do I make money?



Benefits

Enhanced strategic benefits

- Accrual-based Veritas Partner Development Funds
- Increased Growth Accelerator Rebate
- All Gold tier benefits

Strategic benefits

- Pooled Veritas Partner Development Funds
- Growth Accelerator Rebate
- Renewals Performance Rebate
- Increased technical benefits
- All Silver tier benefits

Transactional benefits

- Margin Builder
- Opportunity Registration
- Enhanced sales, marketing, & technical benefits
- All Registered tier benefits

Margin Builder

- Basic sales, marketing, & technical benefits

Key Benefits by Membership Tier

Financial Benefits*	Platinum	Gold	Silver
Veritas Partner Development Fund	5% accrual based on new expert billings	Pooled on new expert billings	N/A
Growth Accelerator Rebate	Up to 9% on new incremental billings growth	Up to 5% on new incremental billings growth	N/A
Renewal Performance Rebate	Up to 1%	Up to 1%	N/A
Opportunity Registration	Up to 10%^ for Expert, for both License and Appliance Up to 5% for Principal, for both License and Appliance	Up to 10%^ for Expert, for both License and Appliance Up to 5%^ for Principal, for both License and Appliance	Up to 5%^ for Principal, for both License and Appliance
Margin Builder ¹	Up to 20% (NAM and EMEA), 15% (LAMC and APJ)	Up to 20% (NAM and EMEA), 15% (LAMC and APJ)	Up to 20% (NAM and EMEA), 15% (LAMC and APJ)

*Financial benefits subject to applicable program terms & conditions and availability.

^Up to 20% applicable to Expert Partners based on program criteria. Up to 10% applicable to Principal Partners based on program criteria.

¹To qualify for Margin Builder, Eligible Partners must be an Expert or Principal member of the Mid Market Backup and Recovery competency (in AMS, EMEA and specific countries in APJ). Registered members of Veritas Partner Force will receive a 10% discount in NAM, LAMC, and EMEA and a 15% discount in APJ.

Key Requirements by Membership Tier

Platinum	2 Expert Competencies
Gold	1 Expert Competency
Silver	1 Principal Competency

Key Requirements by Competency Level


Expert	<ul style="list-style-type: none"> Accreditation and Certification Requirements Revenue Threshold Requirements to join and maintain Expert status Competency Business & Technical Validation (Technical Validation not required for the Mid-Market Backup and Recovery Expert Competency) Customer Partner Success Requirements ².
Principal	<ul style="list-style-type: none"> Accreditation Requirements Revenue Threshold Requirements (required to maintain Principal status and/or for membership re-entry)

Quick Guide on Veritas Partner Force Tiering Requirements

- Annual Re-tier exercise in April: Partners need to meet Program requirements to maintain the relevant Program tier and competency membership(s).

Existing Partners (Principal and Expert Competency Tier)

Period	Annual Re-tiering April 2016	
Requirements/Tier	Principal	Expert
Accreditation	R (Min. 1 VSE, 1 VSE+, 1 VCS*)	R (Min. 2 VSE, 2 VSE+, 2 VCS*)
Revenue Threshold	R	R
Technical Validation		R
Customer Partner Success Requirement ⁽³⁾		R (x 2)

Legend:	
	Not Required
R	Required

*VCS accreditation is not required for 'Resell' competencies.

²Expert Maintenance Requirement; not required prior to entry/re-entry to Expert Competency.

The information contained within this document is for information purposes only and is subject to change.
For additional information, refer to [PartnerNet](#).



Veritas Partner Enablement. It's simple. It's for you.

Our enablement program offers a plan to build your teams skills and grow your business.

And our competencies allow you to clearly communicate your specific expert status.

The Veritas Partner Enablement Methodology provides a framework that puts you, our partner first. It's a consistent, predictable and repeatable approach to engaging with us – helping you to enable your people with the right resources at the right time.

The three stages of our Partner Enablement Framework provide tools and resources to make it easy for you to sell more and make more money.

For more information please see the [Enablement page](#) on PartnerNet.

EXPLORE	ENABLE	EMPOWER
We want to make sure you're in prime position to sell Veritas with confidence – through market intelligence, conferences and events; that take you through all the opportunities, solutions and programs.	We help you develop competency in selling Veritas. From IT basics to in-depth resources and training for both sales and technical, we help you develop the expertise to drive sales as a trusted Veritas advisor to your customers.	Get the support you need to sell Veritas. From relevant marketing resources to selling tools that help guide your buyers through the decision-making journey. You'll be as ready as possible to sell Veritas, no matter the circumstance.

Competency Alignment to Veritas Information Management Strategy

RESELL Volume Simple solutions for volume partners	INTEGRATE Value Complex solutions for partners with a strong focus on service delivery			
Mid-Market Backup & Recovery	Enterprise Backup & Recovery	Archiving	Dynamic Storage & Continuity	eDiscovery
<ul style="list-style-type: none"> Veritas Backup Exec Veritas System Recovery 	<ul style="list-style-type: none"> Veritas NetBackup+ Veritas NetBackup Appliances Veritas NetBackup Platform Veritas NetBackup Deduplication Veritas OpsCenter Analytics Veritas DLO 	<ul style="list-style-type: none"> Veritas Enterprise Vault Veritas Enterprise Vault.cloud Veritas Enterprise Vault e-Discovery Veritas Data Insight+ Veritas Information Map+ 	<ul style="list-style-type: none"> Veritas Storage Foundation Veritas Cluster Server Veritas Storage Foundation Cluster File System Veritas InfoScale Availability+ Veritas InfoScale Enterprise+ Veritas InfoScale Foundation+ Veritas InfoScale Storage+ Veritas Replicator Option Veritas DMP Veritas Application HA Veritas Disaster Recovery Advisor Veritas Resiliency Platform+ Veritas Risk Advisor Veritas Disaster Recovery Orchestrator 	<ul style="list-style-type: none"> Veritas Clearwell 8100/8200 Appliance Veritas eDiscovery Platform Veritas eDiscovery Platform Identification and Collection Veritas eDiscovery Platform Legal Hold

Key

Primary Products in red font are the subject of required accreditations

+New Product releases supporting Information Management strategy

Complementary Products are all other solutions mapping to the competency

Qualifying revenues and transactional benefits will be based on transactions for both Primary and Complementary Products

APJ
Requirements

APJ Requirements		Mapped to Competency	# Accredited Individuals	Annual New Business Revenue USD**					Validation	Customer Partner Success
				Mature JPN	Mature AU	Mature Sub Scale	Emerging Rising	Emerging Developing		Reference
Integrate	Archiving	Expert	2 VSE, 2 VSE+, 2 VCS	\$480,000	\$480,000	\$80,000	\$80,000	\$60,000	Tech Validation	2
		Principal	1 VSE, 1 VSE+, 1 VCS	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	N/A	N/A
	Dynamic Storage and Continuity	Expert	2 VSE, 2 VSE+, 2 VCS	\$800,000	\$180,000	\$180,000	\$180,000	\$120,000	Tech Validation	2
		Principal	1 VSE, 1 VSE+, 1 VCS	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	N/A	N/A
	eDiscovery	Expert	2 VSE, 2 VSE+, 2 VCS	\$80,000	\$80,000	\$80,000	\$80,000	\$60,000	Tech Validation	2
		Principal	1 VSE, 1 VSE+, 1 VCS	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	N/A	N/A
	Enterprise Backup and Recovery	Expert	2 VSE, 2 VSE+, 2 VCS	\$800,000	\$800,000	\$480,000	\$380,000	\$120,000	Tech Validation	2
		Principal	1 VSE, 1 VSE+, 1 VCS	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	N/A	N/A
Resell	Mid-Market Backup and Recovery	Expert	2 VSE, 2 VSE+	\$800,000	\$120,000	\$120,000	\$80,000	\$80,000	Business Plan	2
		Principal	1 VSE, 1 VSE+	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	N/A	N/A

* Subject to availability in country

** Annual Competency New Business Revenue (excludes Renewals Revenue)

Need help with your transition into Veritas Partner Force?

For queries on Veritas Partner Force, please contact:

APJ Partners:

ChannelPrograms-APJ@veritas.com

To learn more, please visit: <http://partnernet.veritas.com/partnership> or contact your Veritas Partner Success Manager.

We look forward to continued partnership and success in Veritas Partner Force