



# Redjack Partner Program Overview

**Redjack's mission** is to help our customers conquer the ever-evolving landscape of business-critical threats. Our commitment to innovation, excellence, and unwavering support for our partners makes us the ideal choice for your channel partner needs.

Partnering with Redjack is your gateway to unlocking more profitable opportunities and helping your clients thrive in the face of cyber adversity. Unleash untapped revenue streams with the **Redjack Partner Program**.

# Why Partner? with Redjack.



## **Market Expansion:**

Tap into new markets and industries with Redjack's diverse portfolio of cyber resilience solutions. We help you reach new clients and deepen relationships with existing ones.



## **Flexible Partner Program:**

Our tiered partner program accommodates partners of all sizes and capabilities. We recognize and reward your commitment, ensuring you receive the benefits that match your efforts.



## **Co-Marketing Opportunities:**

Collaborate with us on powerful co-marketing initiatives. Leverage our brand reputation and marketing funds to boost your market presence.



## **Proven Expertise:**

Partner with a leader in the cyber resilience industry. Redjack has a strong track record of helping organizations of all sizes protect their business-critical assets and thrive in an increasingly digital world.



## **Comprehensive Support:**

Redjack equips you with all the tools, resources, and training you need to succeed. Benefit from in-depth product training, sales enablement, marketing support, and technical expertise.



## **Profitable Growth:**

Access a highly lucrative market with cutting-edge cyber resilience solutions. We offer competitive margins and revenue-sharing models that empower you to expand your revenue stream.



### **Flexible Partner Program:**

Our tiered partner program accommodates partners of all sizes and capabilities. We recognize and reward your commitment, ensuring you receive the benefits that match your efforts.



### **Market Expansion:**

Tap into new markets and industries with Redjack's diverse portfolio of cyber resilience solutions. We help you reach new clients and deepen relationships with existing ones.

#### **Preferred Tier:**

Discount Margin: 30% on software sales  
\*with an approved deal reg

#### **Premium Tier:**





Discount Margin: 40% on software sales  
\*with an approved deal reg







#### **Referral Partners**

Discount Margin: 10% on software sales



Why Partner ?  
with  Redjack ;

# Channel program benefits

<b>PROFITABILITY AND INCENTIVES</b>	 <b>Preferred</b>	 <b>Premium</b>
Product discounts (off MSRP)	✓	✓
Participation in deal registration program	✓	✓
Renewal preference		✓
Sales qualified lead distribution		✓
<b>TRAINING AND EDUCATION</b>	 <b>Preferred</b>	 <b>Premium</b>
Online technical training certifications	✓	✓
Online sales training certifications	✓	✓
Live (or in-person) technical training		By invitation only

<b>MARKETING AND SALES SUPPORT</b>	 <b>Preferred</b>	 <b>Premium</b>
Option to be included on the Redjack recognized partner list		✓
Monthly partner communications (by opt-in)	✓	✓
Redjack branded partner logos		✓
Access to proposal-based co-marketing activities	✓	✓
Dedicated Redjack Sales Account Manager	✓	✓
Dedicated Redjack Technical Resource	✓	✓
Annual Redjack Product Roadmap review		✓
<b>ENABLEMENT AND TOOLS</b>	 <b>Preferred</b>	 <b>Premium</b>
Invitation to Redjack partner portal	✓	✓
Sales tools (battle cards, case studies, call-scripts, etc.)	✓	✓
Strategic field account mapping	✓	✓
<b>TECHNICAL SUPPORT</b>	 <b>Preferred</b>	 <b>Premium</b>
24/7 Online portal access	✓	✓

# Program requirements

	 Preferred	 Premium
Become authorized channel partner	✓	✓
Joint customer meetings/demos/POV	✓	✓
Sales training certification requirements	>1 certification required	>2 certifications required (per geo)
Technical training certification requirements	>1 certification required	>2 certifications required (per geo)
Promotion of Redjack on website	✓	✓
Annual business/marketing plan		✓
Proven participation in POC process		✓

Partnering with Redjack means aligning with a company that shares your commitment to innovation, excellence, and customer success. Together, we'll empower organizations to thrive, regardless of their security challenges. Join us in shaping a more resilient and secure digital world. We pride ourselves on being easy to sell with, and support our partners' brands, sellers, and services to offer a rewarding experience for all.

Interested in a demo partnership, or have any questions? **Contact us at [partners@redjack.com](mailto:partners@redjack.com)**

Your journey to enhanced security begins with a simple click – visit us now at **[www.redjack.com](http://www.redjack.com)** to redefine your approach to safeguarding your critical assets.

**APPLY HERE**