



**Effective as of January 31, 2022**

**NETWITNESS RESELLER PROGRAM SCHEDULE  
FOR CHANNEL RESELLERS IN ALL THEATERS**

The following is the Program Schedule (the “Program Schedule”) for Netwitness Resellers. Subject to the Netwitness Partner Agreement for Channel Partners (the “Agreement”), this Program Schedule sets out the various benefits, requirements and associated guidelines for resellers participating in the Netwitness Reseller Program within a defined Program Territory. All capitalized terms not otherwise defined herein shall have the meaning ascribed to them in the Agreement. In the event of a conflict between this Program Schedule, (as applicable as hereinafter defined), and the Agreement, the order of precedence shall be as follows first the Program Schedule and then the Agreement.

**Part A – Definitions, Program Eligibility and Participation Criteria**

**Part B – Benefits**

**Part C – Miscellaneous Terms**

**NETWITNESS RESELLER PROGRAM SCHEDULE**

Effective January 31, 2022

Netwitness CONFIDENTIAL

## **Part A: Definitions, Program Eligibility and Participation Criteria**

### **1. Definitions**

**Program:** The Netwitness Reseller Program.

**Distributor:** An authorized Distributor is contracted with Netwitness to distribute Netwitness eligible products. *A list of distributors can be found on Netwitness.com or by contact your Netwitness Channel Manager.*

**Reseller:** A Reseller that has accepted the Term and Conditions of the Program.

**Booked Transactions:** For purposes of rebates, a Booked Transaction occurs at the time when Netwitness has received a purchase order, signed letter order or signed license agreement from Distributor, which provides information on the product, price and quantity that Distributor wishes to purchase from Netwitness.

**Eligible product:** Products within the following Netwitness product families: Netwitness Platform per Appendix A

**Eligible Transactions:** Closed Netwitness business that contains Eligible Products.

**Titanium Tier:** The highest tier in the Program, as described in Section 4.d

**Platinum Tier:** The mid-tier in the Netwitness Partner Program Reseller Program, as described in Section 4.c

**Gold Tier:** The initial tier in the Program where benefits are introduced, described in Section 4.b

**Silver Tier:** Entry level tier in the Program, as described in Section 4.a

**Deal Registration Code:** A code provided to a Distributor/ Reseller after Netwitness approves a Deal Registration Form (as defined herein).

**Deal Registration Discount:** A discount provided as a percentage off of list price as set forth in Part B, Sections 1 and 2 below, and in Appendix D. This discount is provided to the Distributor that is tied to a Deal Registration Code.

**Deal Registration Form:** The webpage within Partner Communities where a Reseller registers a deal.

**Deal Registration Program:** A program that allows Resellers to register a deal with Netwitness and in certain circumstances receive an upfront discount and/or be the sole recipient of non-standard pricing discounts, all subject to certain criteria and constraints as set forth in Part B hereto.



**Incremental Deal Registration:** A channel found deal for deal registration eligible products and an opportunity that does not exist on the Netwitness forecast that has been registered.

**Incremental Expansion Deal Registration:** A registered deal not on the Netwitness forecast within an existing Netwitness customer.

An existing NetWitness customer is defined as a customer that has purchased NetWitness products within the last 5 years. Customer is defined at the global parent entity level.

**Incremental Net New Logo Deal Registration:** A deal registration for Eligible Product(s) for

(i) a customer that does not own any Netwitness products

(ii) Netwitness Sales has neither forecasted or is already working the opportunity, both as determined by Netwitness.

A new NetWitness customer is defined as a customer that has not purchased NetWitness products within the last 5 years. Customer is defined at the global parent entity level.

**Incremental Opportunities:** Opportunities that do not meet any of these conditions (a) exist on a current Netwitness sales forecast, (b) have been previously registered by another Netwitness partner or (c) for which Netwitness has received a request for a nonstandard price.

**Maintenance Renewal Deal Registration:** A registered deal that has been submitted by a Reseller for maintenance renewal.

**Net Adjusted Revenue:** Estimated dollar amount Netwitness believes a Reseller to have purchased the product from their Distributor.

**Revenue:** Dollar value associated from sale of an Eligible Product.

**Registered Deal:** A deal that has been registered and approved by Netwitness on Partner Communities.

**Deal Registration Extension:** When the deal will not close within the granted 180 days deal reg approval time, the reseller has the option to apply for an extension which will grant an additional 180 days and guarantee the same approval of deal type status also.

**Opportunity Re-registration:** When a deal registration expires, the partner can apply for a re-registration of that opportunity. Approval and deal type status at which it may be approved are at the discretion of Netwitness. Where granted, a further 180 days is granted.

**Partner Communities:** The online portal of resources accessible to partners which can be found here: <https://www.netwitness.com/en-us/partners/>

**Netwitness Partner Program Tracks:** Curriculums of training based on knowledge of Netwitness.



## Partner Program

**Netwitness Partner Program Eligible Revenue:** Dollars booked to Netwitness excluding Professional Services, Educational Services, Maintenance renewals, RSA Conference passes, Tier 1 transactions, and NFR deals.

**System Engineer (SE) Training:** The online technical trainings for Netwitness Reseller System Engineers (SEs) that are required by Netwitness. Netwitness will set criteria for Resellers to achieve the accreditation and along with course information, these can be found on Partner Communities.

**Tier 1 Reseller:** A Reseller which procures product/services directly from Netwitness.

**Value Deal Registration:** A deal registered by a Reseller and the deal already exists on the Netwitness forecast but the Reseller is providing value.

**Value Opportunity:** A deal that is already on the Netwitness forecast.

## **2. Program Eligibility and Participation Criteria**

Titanium, Platinum, Gold and Silver Partners must always maintain all requirements of the Netwitness Partner Program applicable to their partner tier during the period of this program, including the time at which any rebate under this program is earned.

## **3. Netwitness Partner Program Rules and Training Framework**

Resellers will be placed into their Netwitness Partner Program tier for 12 months. The 12-month program period will run from the beginning date of January 31, 2022 to the end date of January 27, 2023. At the annual compliance review point the Netwitness Channel Operations Team will review Reseller status against program requirements and place Resellers into appropriate tiers. In addition to the annual compliance review, Netwitness may run half year soft reviews. During these half year reviews, Resellers that meet the Netwitness Partner Program requirements of a higher tier will be promoted to that higher tier for the duration of the current compliance period. Resellers will not be demoted during half year compliance reviews.

### **Netwitness Partner Program Training Framework:**

The Netwitness Partner Program training framework is divided into two audiences: Sales Associate training is available free and online. Technical SE Associate training is available for Partners System/Sales Engineers, both for accreditation as well as (optional) additional RSA Education Foundational Training offered to Gold and above Partners (number of free Foundational training for SE's is limited by the program)

### **Netwitness Partner Program Participation Rules and Requirements:**

To comply with the training, Netwitness Partner Program partners must complete the following accreditation requirements. The number of staff required varies by region and can be found in Appendix B.

- i. have the required number of field sales members (excluding sales management and subject to Netwitness discretion) become Sales Associate accredited in Netwitness Platform by completing all necessary online videos for that Track, in accordance with the [Netwitness Partner Program Academy Overview](#) document which can be found in Partner Communities.
- ii. have the required number of technical staff members (such as sales engineers, system engineers and similar positions) become SE Associate accredited in Netwitness Platform by completing all necessary online videos for that Track, in accordance with the [Netwitness Partner Program Academy Overview](#) document which can be found in Partner Communities.

At the end of the program compliance period, partners may be required to re-certify their accreditations per Netwitness's discretion based on product and program updates.

## **4. Netwitness Partner Program Tier Requirements**

Netwitness Partner Program Resellers fall into one of four tiers: Titanium, Platinum, Gold and Silver.



## Partner Program

- a. The requirements to obtain and maintain tier status for **Silver** are as follows:
  - i. Reseller must accept the terms and conditions of the “Netwitness Partner Program Agreement”
  - ii. Reseller must accept Partner Code of Conduct (PCCA)
  
- b. The requirements to obtain and maintain tier status for **Gold** are as follows:
  - i. Reseller must accept the terms and conditions of the “Netwitness Partner Program Agreement”
  - ii. Reseller must accept Partner Code of Conduct (PCCA)
  - iii. Training requirements as per tier breakout in Appendix B.
  - iv. Maintain minimum annual revenue from Eligible Products calculated at Net Adjusted revenue to Netwitness. The minimum annual revenue will either be based on closed Incremental Deal Registrations for Eligible Products or Netwitness Partner Program Eligible dollars. Revenue requirements vary by region, tier and product (Appendix C).
  
- c. The requirements to obtain and maintain tier status for **Platinum** are as follows:
  - i. Reseller must accept the terms and conditions of the Netwitness “Netwitness Partner Program Agreement”
  - ii. Reseller must accept Partner Code of Conduct (PCCA)
  - iii. Training requirements as per tier breakout in Appendix B.
  - iv. Maintain minimum annual revenue from Eligible Products calculated at Net Adjusted revenue to Netwitness. The minimum annual revenue will either be based on closed Incremental Deal Registrations for Eligible Products or Netwitness Partner Program Eligible dollars. Revenue requirements vary by region, tier and product (Appendix C).
  
- d. The requirements to obtain and maintain tier status for **Titanium** are as follows:
  - i. Reseller must accept the terms and conditions of the Netwitness “Netwitness Partner Program Agreement”
  - ii. Reseller must accept Partner Code of Conduct (PCCA)
  - iii. Training requirements as per tier breakout in Appendix B.
  - iv. Maintain minimum annual revenue from Eligible Products calculated at Net Adjusted revenue to Netwitness. The minimum annual revenue will either be based on closed Incremental Deal Registrations for Eligible Products or Netwitness Partner Program Eligible dollars. Revenue requirements vary by region, tier and product (Appendix C).

### **Educational Services Training offerings: (Gold/Platinum/Titanium)**

- a) Partners who are in the gold, platinum or titanium level are eligible for no cost Netwitness platform foundational product training (On Demand only) for a maximum of 2 Sales Engineers (SE).
- b) Netwitness reserves the right to determine when training will be provided to the qualifying partner & SE.



## **5. New Netwitness Partner Program Resellers**

New Resellers who have accepted the Agreement will automatically be placed into the Silver tier. Resellers will have until January 28, 2023 of the current compliance period to fulfil the requirements in order to move to a higher Tier. They will also have the opportunity to advance in tier as part of the quarterly soft compliance reviews.

## **6. Requirements to resell Eligible Products**

There are no training requirements to resell Eligible Products. The Reseller need only have signed the Agreement and PCCA to be recognized as a Netwitness Partner Program Reseller.

## **7. Nominated Distributor- (US/Canada Only)**

- a) As part of the Program, Partners in the United States and Canada will be required to select a Distributor which in turn will become their 'nominated distributor'.
- b) Resellers will have the option of changing their nominated distributor every 12 months at the start of the new Netwitness Financial Year (FY) via Netwitness Partner Communities.
- c) Deal registrations will only be valid where the reseller has selected their nominated distributor on the deal reg form submission. The deal registration will automatically be rejected where any distributor other than their nominated distributor is listed.
- d) If a Partner has nominated a distributor who is not a GSA contract holder and needs to procure products from the GSA, Netwitness will permit the partner to obtain quotes from a distributor other than their nominated distributor.

## **PART B – Benefits**

### **1. Netwitness Partner Program Deal Registration Program**

- As long as Reseller remains a Titanium, Platinum, Gold or Silver Partner, the Reseller is eligible to participate in the Deal Registration Program. There are no training requirements to be eligible for the Deal Registration Program.
- Silver Tier partners who wish to place a deal registration, must request their distributor to submit on their behalf. They are not entitled to upfront discounts regardless of the deal type approved.
- Education Services, Professional Services (including ACD/IR), Customer Services and NFR deals are not eligible for submission to the Deal Registration Program.
- US/Canada: As per Part A - Section 7, deal registrations where distributor listed is not nominated distributor, will be rejected.
- Maintenance sold with the original product purchase is eligible under the Deal Registration Program.
- All US Federal / State & Local deals cannot be registered for Value Deal Registration, excluding Maintenance Renewal Deal Registration. If a deal is registered as an Incremental Deal Registration, then Netwitness will provide other resellers (if requested) the same discount as the Reseller who holds the registration, excluding the deal registration portion of the discount.
- RFP/Public Tenders that have been published cannot be registered through the Deal Registration Program, provided, however, that before the RFP/Public Tender has been published, the partner shall be eligible to register the deal.
- Deal registrations may only be submitted where the customer, reseller and distributor are located in the same country or where their contract states otherwise.

**Incremental Deal Registration:**

- An incremental deal registration is an opportunity that is not already on the Netwitness SFDC sales forecast and was found by the submitting partner.
  
- Netwitness offers two types of incremental deal registrations:
  - **Incremental Expansion Deal Registration-** A registered deal not on the Netwitness forecast but within an existing Netwitness customer.
  
  - **Incremental Net New Logo Deal Registration:** A deal registration for Eligible Product(s) for
    - (i) a customer that does not own any Netwitness products
  
    - (ii) Netwitness Sales has neither forecasted or is already working the opportunity, both as determined by Netwitness.

Customer is defined at the global parent entity level.
  
- All deal registrations that include an upfront discount are required to be Incremental Opportunities. For more details, see the [Deal Registration Overview](#) on Partner Communities.
  
- An approved Incremental Deal Registration provides the Reseller access to any available non-standard pricing for that Deal. Any non-standard pricing that is available will be through a Distributor and not directly to the Reseller.
  
- The Deal Registration Discount will be made available to Distributors selling to Resellers for eligible transactions on Eligible Products for which they are qualified. Ineligible products can be found in the [Product Eligibility List](#) in Appendix A.

**Value Deal Registration:**

- A deal registration approved as a Value Deal Registration is a deal that is already on the Netwitness SFDC forecast, but the Reseller is adding value and will be adding value to the deal. The Reseller must be chosen to work on the deal by the Customer in order to qualify for Value Deal Registration.
  
- Value Deal Registration may be awarded to a Reseller who satisfies at least two of the following criteria:
  - Reseller has existing paperwork with the Customer
  - Reseller is accredited by Netwitness to deliver services
  - Reseller provides credit terms / credit availability to Customer



## Partner Program

- Reseller has previously sold Netwitness Products to such Customer
  - Reseller has the ability to delivery on Customer's request, non- Netwitness products and services as part of the entire deal
- 
- An approved Value Deal Registration provides the Reseller access to any available nonstandard pricing for that deal. The non-standard pricing rewards the additional contributions the reseller will make while driving the opportunity throughout the entire sales cycle.
  - Any non-standard pricing that is available will be through a Distributor and not directly to the Reseller.
  - If the Value Opportunity is re-registered by a Reseller other than the initial Reseller who registered the Value Opportunity, the Reseller with the approved Value Deal Registration will be considered the sole recipient of any subsequent non-standard pricing on that deal for the duration of the registration.

## **2. Deal Registration Process and Payment**

- Netwitness will offer the Deal Registration Discount to no more than one Reseller on each opportunity.
- Deal Registration is available to Titanium, Platinum and Gold resellers. It is available to Silver tier only via distribution. No upfront discounts will apply for Silver Tier regardless of deal type approved.
- Resellers must register each opportunity using the Deal Registration Form, which is accessible through Partner Communities, to be eligible for a Deal Registration Discount (or via Distribution for Silver).
- Distributors (nominated in US/Canada) may also place deal registrations on behalf of their resellers.
- For the Deal Registration Discount to be earned, an opportunity must be closed within 180 days of approval, excluding 1 deal extension by the original Reseller.
- If a Reseller has been unable to close a registered deal and ship Eligible Products to the Customer within 180 days after registering the opportunity, and if no other Netwitness Partner Program Reseller has shipped such Eligible Products to such Customer, the deal is open for re-registration to any Reseller.
- However, only the Reseller who initially received the approved registration is eligible for the Deal Registration Discount on the Opportunity Re-registration. All requests for Opportunity Re-registrations



will be validated/approved by Netwitness. If approved, the Reseller will be granted an additional 180 days after the date approval was received. Any subsequent re-registration is ineligible.

- Following the registration and approval of the Registered Deal, Netwitness will issue a unique Deal Registration Code. The recipient Reseller must provide this Deal Registration Code to its Distributor in order to enable Netwitness to process and pay the Deal Registration Discount. This discount can be applied on the purchase order of the Eligible Products for which the Deal Registration was approved. Netwitness will not reimburse Deal Registration Discounts where the Deal Code has not been provided with the order to the Distributor.
- Netwitness will issue a Deal Registration Discount only (a) if a Reseller has met all of the Deal Registration Program requirements; and (b) for Booked Transactions that were submitted through the deal registration process, including without limitation, the Customer business name, address and Eligible Products.
- Netwitness reserves the right to revoke deal registration approvals and associated financial discounts for any reason at any time, including if Netwitness discovers that the incumbent partner is positioning a competitive product in the opportunity. Netwitness will notify the Reseller if the registration is revoked.
- If an event arises that requires a deal registration to be rescinded only the registered partner can withdraw the registration. This must be in writing from the registering partner organization and submitted to channel operations. The only time Netwitness can revoke a registration is as per the previous point.
- The Deal Registration Discount is a percentage off of Netwitness List Price for Eligible Products (Appendix A). Deal Registration Discount percentages can be found in Appendix D.

In order to register deals in a country other than which the reseller is based, the Reseller must have an operating unit in the region in which they want to resell. The Reseller will be required to register as a Netwitness Partner Program Partner in order to be eligible to register a deal.

### **3. Exclusions from Benefits**

- See **Appendix A**

**4. Access to Marketing Fund**

- The Netwitness Partner Incentive Fund is a proposal-based marketing fund that is open to Titanium, Platinum and Gold Netwitness Partner Program Partners.
- Titanium partners have early access to the fund, meaning their requests will be served first.
- Silver partners don't have access to the fund but can do a request for marketing funding via their distributor (using Distributor Co-Op fund).

## **PART C - Miscellaneous Terms**

### **1 Termination**

- a) A Reseller's eligibility for the Netwitness Partner Program may be terminated by Netwitness, **without notice** if:
- Based on the Section 5, subsection B of the NETWITNESS PARTNER PROGRAM AGREEMENT.
  - That Reseller breaches any of these program conditions and fails to amend the breach to Netwitness's reasonable satisfaction within 15 days of written notice from Netwitness;
  - That Reseller fails to remain qualified as a Titanium Partner, Platinum Partner, Gold or Silver Partner as per the requirements detailed in Part A, 4 of this document
  - In the reasonable opinion of Netwitness, that Reseller has made any fraudulent claims for rebates under the Rebate Program; or Netwitness, in its sole discretion, decides to terminate all or part of this Program
  - For any other reason as determined by Netwitness
- b) If that partner's participation in the Netwitness Partner Program is terminated for any reason whatsoever, Netwitness may in its sole discretion refuse to pay rebates that were accumulated prior to the date of termination.

### **2 Miscellaneous**

- a) Netwitness Resellers who wish to sell and/or ship outside their Territory are required to purchase from a local Distributor in that country. These transactions will be deemed rebate ineligible.
- b) Netwitness reserves the right to change, modify, eliminate or terminate all or part of this program in its sole discretion at any time. Modifications to the program may limit the ability of certain Netwitness Partner Program Resellers to be eligible under the program. Netwitness will use commercially reasonable efforts to provide you with advance notice of program cancellation or material program changes, but is not obligated to provide any notice. Netwitness disclaims any responsibility or liability for partners' lost sales or profits resulting from the cancellation or modification of the program, or Netwitness's failure to provide advance notice of cancellation or modification.
- c) Prices Resellers pay for Eligible Products are set by the Distributor from which they purchase Eligible Products. Distributors are free to determine the price at which they sell Eligible Products to Netwitness Partner Program Resellers or customers

- d) All notices will be provided to the electronic mail address provided by each Reseller in its Application to the Netwitness Partner Program and whomever is deemed the PRM Admin on Partner Communities. Notices will be deemed received one (1) business day after being sent by email.
- e) It is the responsibility of the Reseller to pass all end-user agreements to end-user customers. This can be found at <http://www.Netwitness.com/en-us/standard-form-agreements>

**3. Netwitness Partner Program Not for Resale (NFR) Program**

- a) NFR equipment is for Reseller lab use only and users are not upgradeable. Equipment is not eligible for resell and should not be used for internal production of any kind.
- b) The Netwitness Partner Program NFR program is open to Titanium, Platinum and Gold Netwitness Partner Program Partners.
- c) If a Reseller is no longer a compliant Netwitness Partner Program Reseller, they will no longer receive the free support benefit of the program.
- d) Netwitness Partner Program Partners can purchase or lease up to two NFR units per product.
- e) Netwitness Partner Program Partners can request one, SW license only (no Hardware), free NFR version of each Netwitness product (excluding OEM versions, those are on discretion request only).
- f) Netwitness NFR Products should be bought/requested through the partners' Distributor.
- g) Netwitness NFR equipment cannot be used to deliver services to the customer, though can be used by partner to demo, eval and/or POC the Netwitness solution if no other license is provided for that purpose by the Netwitness organization.
- h) The Netwitness software/hardware entitlement is valid for one install. The license is nontransferable.
- i) Netwitness reserves the right to terminate the entitlements if there is a breach of the governing NFR agreement.

**4. Netwitness Partner Program Demo system access**

- a) The Netwitness Partner Program Demo system (offered via CloudShare) is open to Titanium, Platinum and Gold Netwitness Partner Program Partners.
- b) System/Sales Engineers can request an account on the Demo system once they have completed the Netwitness Foundational training.

**5. Maintenance Renewal Registration Program**

- a) The deal registration maintenance renewal program is open to Titanium, Platinum and Gold Partner Program Partners for Netwitness.



In order to qualify for this program, the following additional requirements apply:

- Reseller has processed the original order for which they are seeking renewal on.
  - Must qualify as an incumbent Reseller based on Netwitness's definition of incumbency (see below).
- b) An incumbent Reseller is defined as a Reseller who has transacted business with an identified end user in the past 12 quarters (3 years).
- c) Program rules of engagement:
- a) Registration expires 30 days post contract expiration
  - b) Renewals do not count toward Netwitness Partner Program Performance-based Rebate Attainment or the Netwitness Rewards backend rebates.
- d) The Deal Registration will be approved as value with no additional upfront discounts, but the approved partner will gain access to any non-standard pricing.

## **6. Confidentiality**

Information (as defined in the Agreement) and any other information provided by Netwitness to Reseller shall only be used for the purpose for which it was provided. In addition to the above, information concerning a particular end customer provided by Netwitness shall only be used by the Reseller for selling the Netwitness products and for providing product maintenance (as applicable) to such end customer. This clause shall not apply to information (i) which has been made available to the general public by the Netwitness; (ii) was rightfully known to Reseller prior to the Reseller receiving same from Netwitness; (iii) received by the Reseller lawfully from a third party without that third party's breach of obligation or trust.



Partner Program

**APPENDIX A**

The table below details Netwitness products that are eligible for resale by Netwitness Resellers, as well as products that are excluded from the Deal Registration program.

Netwitness Product Family for Resale	Exceptions from Reseller Resale	Exceptions from Deal Registration
Netwitness Suite	All may be resold	Maintenance Renewals eligible for Renewals DR Program only.  Term/Subscription Renewals eligible for Std Value DR.

All Eligible Product families with the exceptions of Not for Resale (NFR) products, professional services, education services, customer support and maintenance renewals.

**Netwitness Partner Program Eligibility by Product Type**

Type	Netwitness Partner Program Eligible
Hardware / Software	Yes
Managed Services	Yes
Term Renewals	Yes
Disti buying for own use	Yes
Reseller buying via Disti for own use	Yes
Customer Services	Yes (First Year Support)
Professional Services	No
Maintenance Renewals	No
Tier 1 transaction (Netwitness -> Reseller -> End User)	No

**NETWITNESS RESELLER PROGRAM SCHEDULE**

Effective January 31, 2022

Netwitness CONFIDENTIAL



Partner Program

Tier 1 transaction (Netwitness -> Distributor -> End User)	No
Education Services	No
3rd Party Resell	No
RSA Conference Passes	No

**APPENDIX B**

The following table displays the number of staff members necessary to fulfill training requirements.

	SILVER	GOLD		PLATINUM			TITANIUM		
	All	Sales	Technical	Sales	Technical	Delivery Service	Sales	Technical	Delivery Services
<b>ZONE 1</b>	Training not required but Highly Recommended	1	1	4	3	1	6	4	2 Cert *
<b>ZONE 2</b>		1	1	3	2	1	4	3	2 Cert *
<b>ZONE 3</b>		1	1	2	1	1	3	2	1 Cert *

\*Certified within 12 months of reaching partner status, Except If Titanium Partner used to be DMR.

**Zoning:**

Zone 1: USA, Italy, UK, UAE, Saudi Arabia

Zone 2: France, Germany, Netherlands, Spain, India, Japan, South Korea, Qatar

Zone 3: All Other Countries



Partner Program

**APPENDIX C**

Below are the minimum revenue requirements for each product line per region and tier (amounts in US Dollars).

**Zoning:**

Zone 1: USA, Italy, UK, UAE, Saudi Arabia

Zone 2: France, Germany, Netherlands, Spain, India, Japan, South Korea, Qatar

Zone 3: All Other Countries

	SILVER	GOLD		PLATINUM		TITANIUM	
	All	Incremental	NW Program Eligible	Incremental	NW Program Eligible	Incremental	NW Program Eligible
ZONE 1	1 Transaction in Fiscal year	80,000	150,000	200,000	400,000	400,000	600,000
ZONE 2		75,000	150,000	150,000	300,000	300,000	450,000
ZONE 3		50,000	100,000	100,000	200,000	200,000	300,000

**APPENDIX D**

Below are the deal registration discounts for all eligible Netwitness products by region. The percentage represents the upfront discount on registered deals that are deemed by Netwitness to be Incremental Deal Registrations. These discounts are applied to the list price between Netwitness and Distributors. The below assumes the deal has been approved for Incremental and not value.

	Silver	Gold	Platinum	Titanium
Incremental New Logo	0%	10%	20%	30%
Incremental Expansion	0%	5%	10%	15%

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Effective January 31, 2022

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