

## McAfee SecurityAlliance Partner Program Documentation of Definitions and Requirements for Asia Pacific Theatre

### Partner Program Categories (Partner Types)

#### Solution Provider

The Solution Provider Program is designed for technically competent resellers that offer one or more areas of expertise in McAfee security solutions. Typically more technically competent, Solution Providers select from one or more of the security specializations listed below and may have a sales or technically led go-to-market approach, technology support, implementation and / or services as a business focus.

#### Partnership Levels

McAfee SecurityAlliance Partner Program offers three levels of participation for APAC Partners. Elite, Premier, and Associate, each representing greater capabilities in technical and sales competency.

#### ElitePartner

The top level of partnership commitment, achieved through a demonstrated, firm commitment to competency and revenue growth.

#### PremierPartner

The mid-level of partnership commitment, achieved through a demonstrated, firm commitment to competency and revenue growth.

#### AssociatePartner

An entry-level of partnership for organisations at the early stage of acquiring the knowledge to resell McAfee solutions. This level is limited to specific Program Categories as detailed in the Program Category and Level Requirements tables.

**Note: Authorization is on a sub regional basis for all levels.**

### Country Sets and Definitions

McAfee has certification commitment requirements to reflect the diverse range of partners across the region. Partners shall have a different set of requirements, as identified below, based on their country of registration within the McAfee SecurityAlliance Exchange.

Set A Country Definitions
Australia and New Zealand
Set B Country Definitions
India, Malaysia, Indonesia, Singapore, China, Korea, Taiwan, Vietnam, Hong Kong, Philippines, Thailand, Sri Lanka, Bangladesh, Fiji

### Security Solution Certification Specializations

McAfee® certification specializations reflect a partner's knowledge, and skills depth, in a particular technology area. The SecurityAlliance Training & Certification Program offers different levels of knowledge: Advocate, Professional, and Expert, providing a strong foundation level and a progressive learning path. These specializations concentrate on specific technology areas and offer a way for partners to differentiate themselves in the marketplace. By achieving specializations, partners have proven they have the technical and/or sales knowledge of McAfee security to offer advice on solutions in customer environments.

Available Certification Specializations			
System Security	Network Security	Risk & Compliance Management	Data Protection

Available certifications, and associated course requirements, for Sales, Technical, or MAX disciplines can be viewed via the McAfee SecurityAlliance Exchange (MAX) in the Partner eLearning Center.

Available Products	
<b>Open Distribution</b>	Partners may distribute the McAfee products and services as identified in the then current McAfee price book, as updated from time
<b>Closed Distribution</b>	Authorized Partners may distribute the McAfee products and services as identified in the then current McAfee price book, as updated from time to time, including those products within the McAfee Data Protection family of products.

### Program Category and Level Requirements (Set A ANZ)

Program Category	Solution Provider		
	Elite	Premier	Associate
Yearly Bookings	Not applicable	Not applicable	Web registration only
Available Products	All Products	All Products	
Qualifications	Sales eLearning for 5 people, in 2 specializations  Technical eLearning certifications for 5 people in 2 specializations  MAX Partner Portal: 1 MAX certification	Sales eLearning for 5 people, in 1 specializations  Technical eLearning certifications for 5 people in 1 specializations  MAX Partner Portal: 1 MAX certification	
Requirements	Named technical contact in MAX	Named technical contact in MAX	
	Named marketing contact in MAX	Named marketing contact in MAX	
	Annual CHAMP plan	Annual CHAMP plan	
	Signed partner Agreement	Signed partner Agreement	
	Annual qualification	Annual qualification	

## Program Category and Level Requirements (Set B APAC)

Program Category	Solution Provider		
Level	Elite	Premier	Associate
Yearly Bookings	Not applicable	Not applicable	Web registration only
Available Products	All Products	All Products	
Qualifications	Sales eLearning for 3 people, in 2 specializations  Technical eLearning certifications for 3 people in 2 specializations  MAX Partner Portal: 1 MAX Certification	Sales eLearning for 3 people, in 1 specializations  Technical eLearning certifications for 3 people in 1 specializations  MAX Partner Portal: 1 MAX certification	
Requirements	Named technical contact in MAX	Named technical contact in MAX	
	Named marketing contact in MAX	Named marketing contact in MAX	
	Annual CHAMP plan	Annual CHAMP plan	
	Signed partner Agreement	Signed partner Agreement	
	Annual qualification	Annual qualification	

## Program Benefits Eligibility

Access to program benefits is granted once a partner has met all of the program requirements for certification as listed above with the exception of the quarterly rebate program. Participation in the rebate program is on a calendar quarter basis, with all participants finalised on the 15th calendar day of the month prior to the rebate period.

In the event that the Partner is not in compliance with any of the Accreditation requirements, McAfee reserves the right to adjust or remove program benefits.

If the partner is not in compliance during the whole of the rebate program period, McAfee reserves the right to remove the Partner from the rebate program and any accrued rebate rewards will no longer be available.

Partners who subsequently remedy such non-compliance will not be able to re-join the rebate program during the stated period and will be considered for participation in future rebate periods, subject to meeting accreditation requirements.

	<b>ElitePartner</b>	<b>PremierPartner</b>	<b>AssociatePartner</b>
<b>Coverage &amp; Support</b>	<ul style="list-style-type: none"> <li>•Named Account Management</li> </ul>	<ul style="list-style-type: none"> <li>•Shared Account Management</li> </ul>	<ul style="list-style-type: none"> <li>•Phone &amp; Online</li> </ul>
<b>Growth and Profitability</b>	<ul style="list-style-type: none"> <li>•Sales Lead Access</li> <li>•Partner Locator</li> <li>•MDF Eligibility</li> <li>•Rebate Eligibility</li> <li>•Deal Registration Eligibility</li> <li>•Product Offering Eligibility (NFR)</li> <li>•McAfee Partner Rewards Eligibility</li> <li>•On-Line Sales &amp; Technical Training</li> </ul>	<ul style="list-style-type: none"> <li>•Sales Lead Access</li> <li>•Partner Locator</li> <li>•MDF Eligibility</li> <li>•Rebate Eligibility</li> <li>•Deal Registration Eligibility</li> <li>•Product Offering Eligibility (NFR)</li> <li>•McAfee Partner Reward Eligibility</li> <li>•On-Line Sales &amp; Technical Training</li> </ul>	<ul style="list-style-type: none"> <li>•McAfee Partner Reward Eligibility</li> <li>•Service Delivery Offerings</li> <li>•On-Line Sales &amp; Technical Training</li> </ul>
<b>Enablement</b>	<ul style="list-style-type: none"> <li>•Global Solutions Labs</li> <li>•Deployment Assistance Program</li> <li>•Guided Sales and Service Tools Access</li> <li>•NFR Software Access</li> </ul>	<ul style="list-style-type: none"> <li>•Global Solutions Labs</li> <li>•Deployment Assistance Program</li> <li>•Guided Sales and Service Tools Access</li> <li>•NFR Software Access</li> </ul>	<ul style="list-style-type: none"> <li>•Global Solutions Labs</li> <li>•Guided Sales &amp; Service Tools Access</li> <li>•NFR Software Access – Action Pack</li> </ul>
<b>Technical Support</b>	<ul style="list-style-type: none"> <li>•Named 24/7 technical account manager</li> <li>•Access to Web Service Portal</li> </ul>	<ul style="list-style-type: none"> <li>•Access to 24/7 GOLD technical support</li> <li>•Access to Web Service Portal</li> </ul>	<ul style="list-style-type: none"> <li>•Access to Web Service Portal</li> </ul>