

Partner PROGRAMME



Become one of Swivel Secure's valued partners and help your customers implement award winning authentication that is intelligent, flexible and cost effective for SMB and Enterprise organisations.

Our Partner Programme rewards performance and delivers quantifiable results to you and your customers.

As a partner, you will benefit from clear value propositions and engagement guidelines, including strong commercial offerings, 24/7 support and marketing enablement programmes and support for the top tiers.

Flexible and scalable

Swivel Secure's AuthControl Sentry® platform is ideal for utilisation with other applications to ensure compliance with today's challenging security requirements.

Multi-factor authentication (MFA) is a secure solution for safeguarding against unauthorised access to networks and applications held on-premise or cloud. AuthControl Sentry® integrates with hundreds of applications, making it one of the most flexible and scalable multi-factor authentication solutions available.

Cost effective

Intelligent authentication that is also cost effective with both single sign-on (SSO) and risk-based authentication (RBA) included in the price, ensuring organisations can utilise the solution to implement secured authentication without the cost inflating as functionality increases.

Patented PINsafe® technology

PINsafe® is the patented technology behind the widely used PINpad and TURing image authenticators. The PINsafe® technology allows you to protect your applications or remote access servers with multi-factor authentication, without having to use a physical or software based token.

Partner levels

To ensure the partner programme is as transparent and fair to all of our partners, we have outlined the levels below with the corresponding benefits and the requirements. All requirements must be fulfillable to obtain the equivalent partnership level.

BENEFITS	PARTNERSHIP LEVEL			
	Platinum partnership	Gold partnership	Silver partnership	Cloud MSP
• Sales Training to Sales Course (Swivel University)	✓	✓	✓	✓
• Technical Training to Technical Course (Swivel University)	✓	✓	✓	✓
• Technical Training - Certified	✓	✓	✓	✓
• Discount off RRP (Licenses)	40% discount	30% discount	20% discount	10% discount
• Discount off RRP (24x7)	40% discount	30% discount	20% discount	10% discount
• Certified to perform Support Renewals	✓	✓	✓	✓
• Certified to perform Professional Services	✓	✓	-	✓
• Access to co-funding marketing activities	✓	✓	✓	✓
• Access to joint participation in conferences, tradeshow and seminars	✓	✓	-	✓
• Access to Deal Registration	✓	✓	✓	N/A
• Access to NFR licenses	25 licenses	25 licenses	25 licenses	N/A

REQUIREMENTS	Platinum partnership	Gold partnership	Silver partnership	Cloud MSP
• Target	£250 000	£100 000	£50 000	£75 000
• Sales Course Completed	X4	X2	X1	X1
• Technical Course Completed	X4	X2	X1	X2
• Technical Training – Certified (Demo, Health Check, POC, Level 1 & 2 Support)	X2 (Demo, HC, POC, L1 & L2)	X1 (Demo, HC, L1)	N/A	X2 (Demo, HC, POC, L1 & L2)

Resellers needs to complete all criteria within the 12 month period

Platinum & Gold Partners need to retain 90% Renewal Rate

Cloud MSP: Minimum user count 100 + Hosted by Reseller

All Technical Training needs to be completed within the first 6 months

NFR Licence is limited to 1YR Support and to be refreshed depending on annual review of Partner

***Marketing Fund will be case by case as dependant on completing all required training**



Deal Registration

Deal Registration is there to protect partners who promote Swivel Secures AuthControl Sentry® to their customers. A valid deal registration entitles the reseller partner to their full partner discount. Please read the requirements below.

Requirements

- Deal registration must be for a specific opportunity for an end-user customer. It is not possible to register a deal for the end-user customer as an entity. If more than one opportunity exists for an end user a deal registration must be in place for each one.
- Deal registration needs to be Approved by Swivel Secure before pricing can be issued.
- To ensure the deal reg is approved it will need to comprehensively demonstrate the customer's requirements.
- The activity by the reseller partner and the project timelines will need to be outlined prior to approval.

What happens next?

- Once the deal registration form has been completed, it needs to be submitted via the Swivel Secure partner portal on the Swivel Secure Website.
- Authorisation will then be sent by email.
- Deal registration once approved is valid for 90 days. It is possible to extend the deal reg after 90 days providing the reseller partner has developed the opportunity and provided regular updates.
- Please note that forms submitted with less than adequate information will be rejected.

Terms and conditions

- All partners quoting new business will need to complete the deal reg form for approval.
- Partners quoting for additional users of over 100 users will need to complete the deal registration form for approval.
- An incumbent partner gets automatic deal reg for maintenance support renewals and additional users requirements for 100 users or less.

	PARTNERSHIP LEVEL				
	Platinum partnership	Gold partnership	Silver partnership	Vendor Led / Tender Non-Incumbent / No-DR	Cloud MSP
• Licence	40% discount	30% discount	20% discount	10% discount	10% discount
• Software maintenance support	40% discount	30% discount	20% discount	10% discount	10% discount
• Appliance	20% discount	20% discount	20% discount	10% discount	N/A
• Tokens	20% discount	20% discount	20% discount	10% discount	N/A
• Professional services	10% discount	10% discount	10% discount	10% discount	10% discount

Deal Reg & Incumbent Pricing as per breakdown for Platinum, Gold & Silver Partners

Discount for Tokens & PS - level playing field for all resellers

Professional Services: 10% Discount across all resellers

Vendor Led Deals / Tenders / Non-Incumbent / Non-Deal Reg / Level Playing Field will be 10% across all products regardless of partner status (No change to PS Margin)

Cloud MSP: No DR required / same discount 10% regardless of partner status

Renewals: Discount to remain the same for historic deals

Terms and conditions continued

- Swivel Secure will not accept an order with the reseller partners full discount applied where a deal reg is not in place.
- Deal registration may not be applicable in certain circumstances. An example of this will be where an End User posts a tender on a public portal and multiple partners can apply. Where no previous deal registration has been agreed all reseller partners who wish to respond to the tender promoting AuthControl Sentry® will receive 10% discount as per the Partnership Programme.
- If an end user customer wants to deal with a reseller partner who does not own the deal registration, the end user can apply in writing (by email) to get the deal registration transferred. The terms of the deal registration will be dependent on the reseller partner status, the same discount terms may not be automatically transferred.

Partner discounts where deal registration is in place

For quotations where no deal registration is in place the reseller partner will receive 10% discount across all products and part numbers. Please read the full terms and conditions on our [website](#).

Questions?

The partner level discounts are correct at the time of publication. Both the discounts and terms have been created to be as fair and as transparent as possible. However, if you have any questions, please do not hesitate to contact us.

