



# Delinea Partner Program - Latin America

Join Delinea to grow your sales and profits with a leader in Privileged Access Management and security solutions

With over 180,000 IT administrators using our software globally, demand for our products is constantly increasing and we're looking for dedicated partners to sell, support and extend our Privileged Access Management solutions. Boost your sales and market share by offering your customer's the best value for solving the urgent business challenges of managing and protecting privileged password credentials. Fastest to deploy and easiest to use, your customers will find Delinea solutions simply indispensable.

## ✔ Why Privileged Access Management?

- IT and Information Security professionals agree on the need to manage and audit their privileged access accounts to protect their organisations.
- According to the 2021 Verizon Data Breach Investigations Report (DBIR), 61% of breaches involved privileged credentials.
- A McKinsey and Company report estimates the PAM market to be \$2B in 2022, growing at 13-15% per annum over the next three years to \$3B

## ✔ Why become a Delinea Partner?

- Help your customers solve their cybersecurity challenges with industry leading privileged access management solutions.
- Increase your revenue base – sell more solutions with significant margins.
- We are with you at every step, providing deep sales and technical training and free demo/trial accounts.
- We offer generous revenue share and sales incentive programs for opportunities you source and win.
- Delinea (formerly Thycotic and Centrify) is a recognised Leader in Gartner, Forrester and Kuppinger Cole analyst reports.

## ✔ We make your task even easier.

- Compared to other solutions in the market, Delinea solutions are simpler and faster to implement.
- Delinea solutions are available as an on-premise solution as well as a cloud-native solution.
- Trial and demo licenses are available to show and test Delinea software.
- Use our best practice templates to quickly solve real business problems for your customers.

## Choose the partnership that works best for you.

### ✔ Delinea Reseller Partners

Value Added Resellers can benefit from our highly profitable partnered sales model with a predictable and rapid selling cycle. Resellers receive significant margin discounts, a variety of training and education support, access to a resource rich Partner Portal, co-marketing funds and a lucrative rewards program.

If you already sell and support enterprise-level IT infrastructure, IT security or compliance solutions or have an existing customer base with a need for Identity and Access Management tools, let's talk and determine which partnership level best fits your business.

### ✔ Delinea Managed Service Provider Partners

Managed Service Providers (MSPs) can provide Privileged Access Management as a Service to your customers through a fully featured PAM offer for MSP deployments powered by Delinea technology.

### ✔ Delinea Distribution Partners

As a value-added distributor, you'll be able access product details, program elements and other important information, all designed to help you move forward, gain a competitive edge and build your business.

## Partner Program Key Features

- Deal registration and margin protection
- Delinea Partner Portal
- Sales and technical training
- Sales and marketing resources
- Lead generation assistance



Become a Partner Today!

[delinea.com/partners/partner-application](https://delinea.com/partners/partner-application)

**SOLUTION BRIEF**

Granular Access Control for Corporate Social Media Applications

|                                                  | Silver            | Gold              | Platinum          |
|--------------------------------------------------|-------------------|-------------------|-------------------|
| <b>PROGRAM BENEFITS</b>                          |                   |                   |                   |
| <b>SALES SUPPORT</b>                             |                   |                   |                   |
| Access to Partner Portal                         | ✓                 | ✓                 | ✓                 |
| NFR Software (Demo, Testing use only)            | ✓                 | ✓                 | ✓                 |
| Internal Use Software (Production, Non-Demo Use) | 50% discount      | 50% discount      | 50% discount      |
| Sales Tools & Support                            | ✓                 | ✓                 | ✓                 |
| Access to MSP Program                            |                   |                   | ✓                 |
| <b>MARKETING SUPPORT</b>                         |                   |                   |                   |
| Eligible Lead Distribution                       | ✓                 | ✓                 | ✓                 |
| Co-Marketing & Support                           |                   | ✓                 | ✓                 |
| Custom Webinar Events                            |                   | ✓                 | ✓                 |
| Marketing Funds                                  | Eligible          | Eligible          | Eligible          |
| Listing on www.delinea.com Partner Directory     | ✓                 | ✓                 | ✓                 |
| <b>BUSINESS SUPPORT</b>                          |                   |                   |                   |
| Executive Briefings                              |                   | ✓                 | ✓                 |
| Deal Registration and Margin Protection          | ✓                 | ✓                 | ✓                 |
| <b>ENABLEMENT</b>                                |                   |                   |                   |
| Online Sales & Technical Training                | ✓                 | ✓                 | ✓                 |
| Onsite Sales Training                            |                   | Eligible          | Eligible          |
| <b>PROGRAM REQUIREMENTS</b>                      |                   |                   |                   |
| <b>CERTIFICATION</b>                             |                   |                   |                   |
| Sales Certification                              | 1 Sales rep       | 2 Sales reps      | 5 Sales reps      |
| Sales Engineer Certification                     | 1 Engineer*       | 2 Engineers*      | 5 Engineers*      |
| Secret Server Administrator Certification        |                   | 2 Engineers*      | 5 Engineers*      |
| <b>BUSINESS REQUIREMENTS</b>                     |                   |                   |                   |
| Provide Product Demos                            | ✓                 | ✓                 | ✓                 |
| Annual Delinea Revenue (\$USD)                   | \$100,000         | \$175,000         | \$300,000         |
| Business Plan                                    |                   | ✓                 | ✓                 |
| Quarterly Business Reviews                       |                   | ✓                 | ✓                 |
| Primary Purchase Path                            | via Distributor** | via Distributor** | via Distributor** |

\* these can not be the same persons as the Sales Certified Reps    \*\* Applies to all territories where Delinea has a distributor

# Delinea

Delinea is a leading provider of privileged access management (PAM) solutions that make security seamless for the modern, hybrid enterprise. Our solutions empower organizations to secure critical data, devices, code, and cloud infrastructure to help reduce risk, ensure compliance, and simplify security. Delinea removes complexity and defines the boundaries of access for thousands of customers worldwide. Our customers range from small businesses to the world's largest financial institutions, intelligence agencies, and critical infrastructure companies. [delinea.com](http://delinea.com)