

## Simple, Predictable and Profitable for Partners

We offer simplified pricing structures, deal registration, incentives and rebates that enable partners to increase profits, revenues and margins while closing business faster.

### Simple

Our Partner program runs on a unified, easy-to-use platform. Access training, enhance selling capabilities with our tools, and unlock rewards.

### Predictable

Register deals, get support, and monitor all elements of your Skyhigh Security relationship, including rebates. Know where you stand at all times.

### Profitable

Protect future renewal opportunities with a pricing advantage and increase profitability.



### Skyhigh Security at a Glance

<b>2011</b>	Skyhigh Networks Founded
<b>2017</b>	Skyhigh Networks acquired by McAfee
<b>2021</b>	McAfee Cloud business acquired by Symphony Technology Group
<b>2022</b>	Skyhigh Security Launched

### Today

<b>~1000</b>	Employees in 23 countries
<b>3000+</b>	Customers
<b>100+</b>	Patents



## Altitude Benefits, Requirements and Resources



Pricing						
Deal Registration Discount	30%*		30%*		30%*	
Teaming Opportunities	Up to 15% Discount		Up to 15% Discount		Up to 15% Discount	
Incumbency Discount Advantage	15%		15%		15%	
NFR Program			✓		✓	
* Variations for Brazil, China and Japan						
Market Development Funds						
Proposal Based MDF			✓		✓	
Big Bets and MOU					Invitation Only	
Incentives						
Partner Sourced Incentive Rebate			5%		10%	
Partner/SE Net New Logo Incentive ( Pilot )					1%	
Big Bets and MOU					Invitation Only	
Tier Requirements						
	Skydiver Sales Cert	Technical Cert	Skydiver Sales Cert	Technical Cert	Skydiver Sales Cert	Technical Cert
Certifications	-	-	2	1	4	2
Qualifying Bookings Requirement	\$		\$\$		\$\$\$	

## Rebate eligibility limited to Essential and Advanced Partners



Channel Sourced Bookings



Channel Sourced Bookings



Partners earn rebate on the first dollar of qualifying Channel Sourced Booking.

## Questions?

Get in touch with our team  
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For more information visit us at  
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