



Skyhigh Security Altitude Partner Program

2024 PROGRAM GUIDE



Contents





Program Overview

Welcome

The Skyhigh Security Altitude Partner Program, is designed with our partners' success in mind.

Partners have an exciting opportunity to solve customers' most demanding security challenges with Skyhigh Security's cloud-based solutions and services, predictable economics, and unwavering commitment to our partners' success.

Our goal is to build a skilled ecosystem with our partners focusing on value creation in our joint new and renewal business.





Why Partner with Skyhigh Security

By joining with Skyhigh Security, partners can help protect customers' critical data across an integrated cloud security platform. Skyhigh Security delivers a portfolio of solutions and services that allow end user companies to converge cloud security, transform and protect their cloud, safeguard and provide secure access to their data, and govern their web and protect cloud native applications.

A History of Success

We created Skyhigh Security because in this cloud-first world, people were still using the same old approach to protecting their data. Even though the cloud's promise is to relieve the burden on IT, security solutions have not kept up. Your clients deployed the cloud because it's easy. Protecting their data should be easy too. Skyhigh Security's solutions were among the first to recognize that protecting data in this new hybrid world would require an entirely new approach.

Partner Focus

- Value vs. requirement driven Program
- Joint planning and market execution
- In-field business development & technical engagement

Easy Engagement

- Same training as our own teams
- Straightforward benefits with clear expectations
- Efficient processes and communication

Predictable & Profitable

- Opportunity registration and protection
- Rewards partner-created business
- Standard discounting



Program Tier Structure

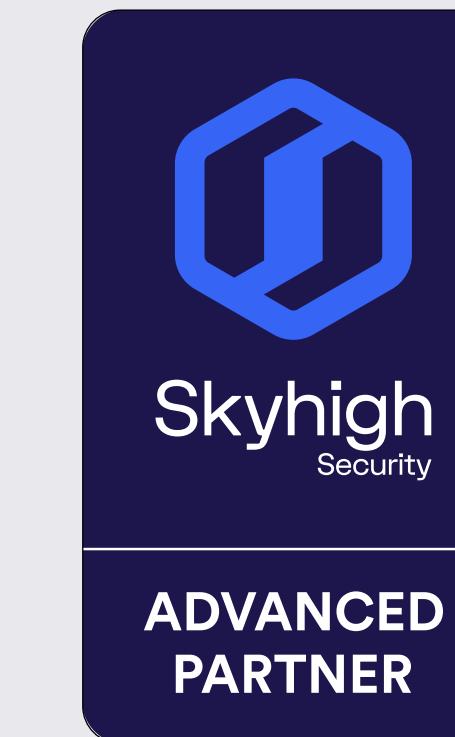
With Altitude our Partners unlock a rich set of benefits upon enrollment that support your business needs and motions. Partners who complete activities that demonstrate capabilities with Skyhigh Security unlock additional benefits.



Skyhigh Security Partners authorized to sell the security portfolio while building their technical expertise.



Partners certified by Skyhigh Security to sell the SSE portfolio.



The Advanced Partner has a team with Skyhigh Security Sales and Technical certifications.



Program Requirements and Checkpoint Timeline

Program Requirements

No cost to the partner. Sales and technical certification available through the partner portal partners.skyhighsecurity.com



Required Competencies	Certifications Required		
Skydiver Tower Operator Sales Certification	-	2	4
Skydiver Tandem Jumper Technical Certification (Available Q3). Partners have until the end of 2023 to meet the Technical certification requirement.		1	2
Annual Bookings minimum (ACV)*	\$	\$\$	\$\$\$

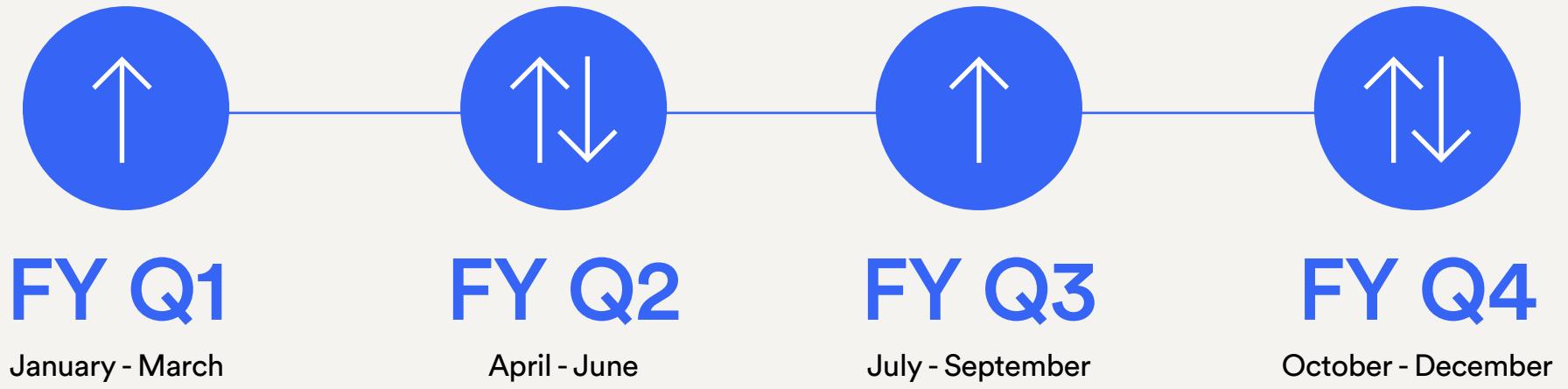
If a partner does not meet the above requirements, they will be considered Registered. Newly authorized partners will be started in the Registered tier.

Existing partner annual ACV booking requirement is based on 2022 new business bookings, or 2023 new business bookings to date. Whichever is larger.

*Bookings minimum is based on annual ACV bookings of Skyhigh Security portfolio.
New business is eligible for ACV minimums, renewals do not count towards tier requirements.

Checkpoint Timeline

Partners can be promoted at the end of each quarter if they have met requirements for a higher competency level. Level demotions are performed at the end of the first half and the end of the fiscal year or when a new requirement is being reviewed. Partner levels are not adjusted outside the quarterly checkpoints.





Additional Requirements

Partner Agreement

All partners must have accepted the Skyhigh Security reseller terms and conditions and currently be in good standing to qualify for Altitude's benefits.

Program Compliance

As a Skyhigh Security partner, we encourage you to conduct all business engagements with integrity, to be ethical and accountable with your customers and Skyhigh Security.

To ensure partners are skilled at the appropriate Altitude Reseller Partner Program competency level, the Skyhigh Security Channel Sales, and management team will conduct quarterly checkpoints to determine compliance. Partner competency levels may be adjusted based on the results.

Regional Requirements

There may be incidents where partners will need to abide by additional regional program requirements. Your local regional Skyhigh Security sales team will provide information to you if you have additional regional requirements.

Training and Certified Requirements

Partners at all levels must ensure that the required number of sales and technical personnel complete Skyhigh Security product training. Partners must also ensure their sales and technical personnel stay current with product and solution training when updates are made available. Please see [Requirements & Checkpoint Timeline](#) for details.



Program Benefits

Altitude competency levels unlock rewards for partners who develop deep sales and technical skill sets to deliver successful customer outcomes with the Skyhigh Security portfolio. We offer a simplified Deal Registration benefit and incumbent Partner advantage along with strong rebate incentives for channel sourced business. Our goal is always to be easy, predictable and profitable for our partners.



Pricing				
Deal Registration Protection for Channel sourced business	30%*	30%*	30%*	30%*
Teaming Opportunities with Skyhigh Security Sales			Up to 15% Discount	Up to 15% Discount
Incumbency Advantage on renewal business	15%	15%	15%	15%
Not For Resale Program Benefit		✓		✓
Market Development Funds (MDF)				
Proposal Based MDF (see Altitude MDF guide for program specifics)		✓		✓
Big Bets and MOU				Invitation Only
Incentives				
Channel Sourced Incentive Rebate (see Rebate guide for terms and conditions)		5%	10%	
Partner/SE Net New Logo Incentive (Pilot)				1%

* Variation for Brazil, China and Japan



Rebate Overview

Overview

The Skyhigh Security Altitude partner rebate incentivizes partners to identify and close channel sourced deals with Skyhigh Security solutions. Skyhigh Security Advanced and Essential Partners have the opportunity to earn a quarterly rebate with qualifying Channel Sourced Skyhigh Security sales invoiced (appearing on the invoice register) by Skyhigh Security to the Distributor during the Rebate Period in the theatre of origin are eligible. Channel Sourced deals are defined upon a successful Deal Registration. Partners may earn rebated dollars at dollar 1 of the approved opportunity.

The Altitude Partner Rebate Program is designed to provide profitability to partners that close Channel sourced business. Eligible Channel Sourced Bookings must have an opportunity with an approved Deal Registration.

Partner Eligibility

The partner must meet and maintain the following Altitude Partner Program requirements:

- Must be an Altitude Authorized Partner: Advanced or Essential
- Be a partner in good standing
- Partner must be Essential or Advanced at the time of booking to be eligible for rebate program
- Deal must have approved deal registration to be rebate eligible
- Qualified Essential and Advanced partners earn rebate on dollar one of the deal up to \$30K per deal cap
- A minimum of \$2,500 USD rebate earned per quarter is required to qualify for payout



Not Rebate
Eligible



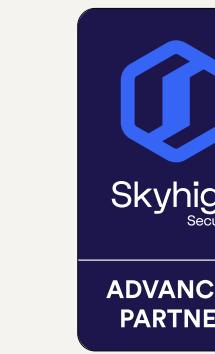
5% Rebate
on Channel
Sourced
Bookings



10% on Channel
Sourced
Bookings



Partner Resources



Enablement			
Partner Care Success Onboarding	✓	✓	✓
No Cost Online Sales & Technical Training	✓	✓	✓
Product & Positioning Resources	✓	✓	✓
Sales Campaigns & Use Cases	✓	✓	✓
Skyhigh Security Partner Portal	✓	✓	✓

Learn more: partners.skyhighsecurity.com

Contact: partnercare@skyhighsecurity.com





Incumbency Advantage

The Skyhigh Security Renewal Incumbency Advantage acknowledges the efforts of partners who invest time and expertise successfully protecting customers' data with the Skyhigh Security portfolio through renewed contracts.



Qualifications

The Skyhigh Security Incumbency Advantage is up to a 15% discount advantage on renewals the partner has incumbency on. The partner will retain incumbency on the renewal up until the day after the license expires. After the contract has expired, the partner no longer retains their incumbency advantage.

The Skyhigh Security Incumbency Advantage is offered to any partner that has incumbency regardless of their Altitude Partner Program Tier.

The incumbent pricing models may differ per geography due to Program discounts varying by region and the Skyhigh Security published price book. A Skyhigh Security Sales Rep will work with the Channel Account Manager and the partner contact to identify the renewal opportunity on which Incumbency Advantage can be provided.

Skyhigh Security reserves the right to overturn access to Incumbency Advantage when special circumstances exist that make it appropriate to do so. Incumbency Advantage excludes any renewal priced at MSRP List Price or GSA contracted price.

Please direct questions or feedback to partnercare@skyhighsecurity.com



Incumbency Advantage

Definitions

Incumbent Partner

The Incumbent Partner is the most recent partner entity on the booking record, by product sold to the end-customer. Incumbency follows the actual product license sold by the unique partner.

The partner will retain the incumbent status of the specific product licenses sold if the Incumbent Partner transacts the renewal prior to the date of license expiration.

Non-Incumbent Partner

A Non-Incumbent Partner is a partner entity that did NOT originally resell specific product licenses to the specific end-customers that are being purchased as a renewal. When a renewal opportunity has been flagged as Incumbency Advantage, quote exceptions for this will only be offered to the authorized Skyhigh Security Incumbent Partner. For co-termed renewals, incumbency pricing will be provided to the authorized Incumbent Partner who is renewing the portion of the customer renewal, by renewal line item only, in net sales out NSO (Net Sales Out). Non-Incumbent Partners requesting renewal quotes will receive standard price, compared to the Incumbent Partner that previously sold the product/service being renewed.

Standard pricing is offered on the renewal portion only. This does not apply to new business, cross-sell, or up-sell opportunities. In a competitive bid situation, the Skyhigh Security sales rep can elect to quote the Non-Incumbent Partner at a 15% increase from the Incumbent Partners price or they can have a Distributor quote them standard price.



Program Terms & Conditions

This Partner Program Guide is supplemental to the Musarubra indirect reseller agreement. This information includes an overview of the Skyhigh Security Altitude Partner Program, its benefits and requirements. Skyhigh Security reserves the right to make decisions regarding the Altitude Partner Program and are made at Skyhigh Security's sole discretion. Skyhigh reserves the right to update this Program and all aspects of it as needed and the information in this document is subject to change. Please discuss the Altitude Partner Program specifics with your Skyhigh Security Channel Account Manager.





About Skyhigh Security

When your sensitive data spans the web, cloud applications, and infrastructure, it's time to rethink your approach to security. Imagine an integrated Security Service Edge solution that controls how data is used, shared, and created, no matter the source. Skyhigh Security empowers organizations to share data in the cloud with anyone, anywhere, from any device without worry. Discover Skyhigh Security, the industry-leading, data-aware cloud security platform.

For more information visit us at skyhighsecurity.com

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