NCP Partner Program
Overview

Strong partnerships in networking and security

Partnerships are a key part of NCP's corporate philosophy. Achieving more together, in other words offering solutions which fully cover market requirements, is the central objective of our company and product policy.

NCP Remote Access software is used worldwide in virtual private networks of companies of all sizes and industries as well as by services, IT providers and authorities.

Universal access to central data and resources, the secure transmission of sensitive data via the internet and the protection of the central data network against attacks will continue to be a key issue in IT departments for many years to come.

Three levels of partnership with benefits and NCP services

The **three levels of partnership** are structured transparently and depend on sales partner commitment and shared marketing objectives.

NCP leads technology standards in VPN solutions (especially remote access) worldwide and is committed to 100% indirect sales.

NCP partners benefit from the transparent structure of the partnership levels.
Registered partners receive regular information on products and special offers.

Silver and gold partners with a partnership agreement benefit from an increased support level up to individual marketing campaigns.

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Partner Pyramid

	Requirements	Benefits
REGISTERED Partner	**Requirements** ▪ Online registration	**Benefits** ▪ Immediate discount on entry product range ▪ Web listing in partner directory
SILVER Partner	**Requirements** ▪ Certification ▪ Sales agreement ▪ 100,000 Euro annual sales target	**Benefits** ▪ Enterprise projects ▪ Sales support ▪ Technical support ▪ Discount on price list ▪ Annual bonus
GOLD Partner	**Requirements** ▪ Certification ▪ Sales agreement ▪ 500,000 Euro annual sales target	**Benefits** ▪ Customized enterprise projects ▪ Privileged partner status ▪ Account manager ▪ Higher partner discount ▪ Annual bonus

Registered partners may offer NCP Secure Entry Clients in their product portfolio and benefit from the following advantages for the optimal customer service and support:

- detailed product information
- free marketing colletoral
- regular partner newsletter by e-mail
- resale prices

Silver partners have good access to medium-sized and large companies with IT departments. This partnership is subject to a partnership agreement and certification which gives silver partners access to the NCP portfolio for Juniper SRX/vSRX series. In addition to registered partner benefits, silver partners also receive:

- exclusive ordering and sales options
- free support hotline
- MDF program
- Discounts on workshops and certification

At the highest level, gold partners offer consulting, product training and other services related to gold partners deliver the NCP solution for Juniper SRX/vSRX series and have a certified team which can respond to all customer requirements. In addition to silver partner benefits, gold partners also receive:

- direct support from NCP
- increased discounts on partner levels
- sales and target cash bonus
- designated NCP contact

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NCP partnership levels	Registered	Silver	Gold
Sales product portfolio			
NCP Secure Entry Clients	yes	yes	yes
NCP Exclusive Entry Clients for Juniper SRX	yes	yes	yes
NCP Exclusive Remote Access Solution for Juniper SRX	no	yes	yes
Brand policy			
Use NCP partner logo	yes	yes	yes
Sales			
Account management	no	yes	yes
System engineering	no	subject to a fee	subject to a fee
Quotation support	no	yes	yes
Lead generation campaigns	no	available	available
Project support	no	yes	yes
Pre-sales support	no	support	priority support
Marketing			
Partner marketing	yes	yes	yes
Partner newsletter	yes	yes	yes
Partner webinars	yes	yes	yes
Invitation to NCP events	yes	yes	priority
Technical support			
E-mail	yes	yes	yes
Phone	subject to a fee	free	free
On Site support	on request	on request	on request
Training			
E-learning/webinars	yes	yes	yes
Technical NCP training (online basic and advanced)	no	yes	yes
Discounts for group trainings	no	yes	yes
Partner requirements			
Certification of account managers (once a year)	1	2	3
Certification of technical experts (once a year)	no	1	2
Annual business and marketing plan	no	yes	yes
Quarterly reporting	recommended	recommended	yes
Valid NCP partner sales agreement	no	yes	yes
Onsite Support	yes	yes	yes
Vendor Support	yes	yes	yes
Development Support	no	yes	yes
Discount on the NCP Exclusive Remote Access Solution	no	20%	25%
Project registration discount	no	5%	10%
Implementation support for test installations	no	yes	yes
Minimum annual sales	no	100,000 €	500,000 €