



Delinea

Delinea Partner Program

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



Dear Partners,

Welcome! We are delighted to have you as part of the Delinea team. Our partners are integral to our success, and we wouldn't be where we are today without your contributions. We look forward to a long-term, rewarding and successful relationship with you.

Throughout our relationship, you can expect us to provide the highest level of collaboration and support for our mutual customers. We promise to continually strive for excellence delivering solutions centered on Extended Privileged Access Management, so together we create the best experience and services available in the cybersecurity market today.

To help you get the most value from our relationship, we are pleased to offer the following benefits, commensurate to each program level:

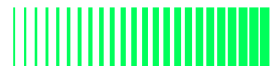
- Deal registration, discounts, and influence fees.
- Personalized guidance and support.
- Strong sales and technical support on customer opportunities.
- Demand-generation assistance and MDF for identifying and qualifying new opportunities.
- Easy access to enablement, selling and technical resources and materials.

We are committed to ensuring your success, so don't hesitate to reach out if there is anything we can do to make your experience partnering with us even better!

Thank you again for joining us! Let's move forward towards a successful future, together.



Sincerely,
Tim Puccio
Senior Vice President
Global Channels & Alliances



| Delinea At-A-Glance

Leading provider of Extended PAM solutions

Delinea is trusted by thousands of organizations around the globe—from small businesses to the Fortune 100—because we make privileged access more accessible for everyone. And we do it by eliminating the need for complex security tools and prioritizing productivity, flexibility, and control—via both cloud and on-prem solutions.

The Delinea vision for Extended PAM:

- Prevent identity/credential theft by increasing visibility and discovery across all identities.
- Establish controls over all privileged access to restrict unnecessary lateral movement.
- Limit privilege escalation by adapting access when and where needed with analytics-informed policies.

Delinea was the first vendor to provide PAM solutions in the cloud and is the first vendor to extend PAM across the enterprise, addressing needs like securing credentials using a vault, providing just-in-time and just-enough privileges on workstations and servers, securing credentials used in code, and helping secure non-human identities like services accounts.

For the fifth consecutive time, Delinea was named a Leader in the 2023 Gartner® Magic Quadrant™ for Privileged Access Management based on our ability to execute and completeness of vision.

In the 2023 KuppingerCole Leadership Compass, Delinea was not only named an Overall Leader, but was also identified as a Product Leader, Innovation Leader and Market Leader.

In fact, in 2023 Delinea was the ONLY vendor named a Leader in all five major analyst reports for Privileged Access Management*.

Easy to use & scale



Award-winning portfolio makes enterprise-class PAM accessible for all organizations



Seamlessly customize to your environment, and integrate with your other security services

Faster time to value



Fast provisioning and quick deployment



Intelligent discovery & scoring of access vulnerabilities

Innovating in the cloud



First PAM vendor with solutions built in the cloud and to extend PAM across the enterprise



A cloud-first platform to address extended PAM challenges



Leader

IN GARTNER, FORRESTER & KUPPINGERCOLE ANALYST REPORTS



1,300+

NEW CUSTOMERS ADDED IN 2023



4.8/5

CSAT RANKING



750+

5-STAR GARTNER PEER REVIEWS



150+

INTEGRATIONS



Global

OFFICES ON 5 CONTINENTS

* 2023 Gartner® Magic Quadrant™ for Privileged Access Management, The Forrester Wave™ Privileged Identity Management (PIM) 2023, 2023 KuppingerCole Leadership Compass for Privileged Access Management, 2023 Frost Radar™ Report: Privileged Access Management, and 2023 EMA Radar™ for Privileged Access Management



Large & Growing Market Opportunity

The global Privileged Access Management solutions market size was valued at \$2.47 billion in 2020 and is projected to reach \$19.73 billion by 2030 – registering a CAGR of 23.1% from 2021 to 2030. The PAM market is a great investment opportunity for partners focused on security.



Partner-focused Organization & Program

Delinea is making a large investment across its global ecosystem focusing on program components that benefit partners the most – including deal registrations and partner discounts, as well as enhanced enablement, demand gen assistance and market development funds, regional partner conferences and much more.



| Delinea Partner Program Overview

Partner programs are essential for creating successful business relationships with partners. A well-designed program ensures that both parties benefit by providing mutual value and includes financial incentives, partner and customer support, and demand-generation assistance components.

Additionally, partner programs help foster stronger communication and provide a platform for networking and collaboration that goes beyond any single deal. By nurturing our partner relationships, we can achieve greater success together and establish stronger connections and long-term partnerships.

The Delinea Partner Program is designed to scale across the multiple engagement models that support our partners' various business models, including cloud and PaaS. The Program currently focuses on the Sell engagement model where partners can resell, refer opportunities or offer Delinea's solution as a managed service. In the future, the Program will extend to the Service and Build engagement models. In addition, distributors enable Delinea to scale its business globally and help support its partners.

Our goal is to provide the benefits, resources and growth opportunities designed around your business and market needs that will expand over time as we nurture a closer partnership together.

Delinea Partner Program Levels

The Delinea Partner Program offers four levels with varying benefits and requirements to suit all types of partners - from new partners just starting to incorporate Delinea solutions into their practices to partners with proven Privileged Access Management experience and expertise.

Partners can advance through the levels, earning greater rewards and support in the Program as they achieve higher levels of performance and competencies.

Entry Partner

Entry Partners can register a Delinea opportunity and are not required to sign a contract directly with Delinea. They may have access to sales, marketing and enablement materials, and can purchase Delinea's products and access basic enablement training and tools through our authorized distributors.

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Silver Partner

Silver Partners leverage additional benefits to Entry Partners through the Delinea Partner Portal including deal reg, access to co-marketing resources and assets and no-cost NFR software. Silver Partners can also access essential online sales and pre-sales technical enablement through the Delinea Partner Portal.

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Gold Partner

Gold Partners with a proven track record of success enjoy a wealth of support and financial incentives including all the Silver level benefits and eligibility for higher deal registration discounts, proposal-based Market Development Fund (MDF), in-person training and a partner relationship manager.

Delinea

Platinum Partner

Platinum Partners have demonstrated consistent commitment and success and receive the highest level of discounts and incentives, increased support resources, quarterly business reviews, account mapping and prioritized access to opportunities. They are also assigned a partner relationship manager to help develop and expand the relationship.

| Delinea Key Initiatives

The cornerstone of our program incorporates these key components.



Delinea offers **comprehensive financial incentives** including deal registration discounts and influence fees. Discounts are consistent across levels as the deal registration discounts increase with the higher levels.



Gold and Platinum Partners receive **assigned relationship managers** who provide personalized guidance and support. Entry and Silver Partners are supported by their authorized distributors.

All partners receive sales and technical support on approved deal registered customer opportunities.



Delinea offers **demand generation assistance** including campaigns and materials to help partners identify and qualify new opportunities.

Partners can request MDF based on ROI and availability of resources and funds.

Partners may also be invited to participate in industry events with Delinea.



Delinea hosts **regional partner conferences** to announce new products and services and share insights into new growth opportunities and industry trends. Platinum, Gold and select Silver Partners are invited to participate. The number of attendees and participation varies by region and partner level.

More information around deal registration and proposal based MDF can be found later in this Guide.

Program Benefits Tables

Delinea has invested heavily in a comprehensive set of benefits that are categorized below. The following tables list the specific benefits for each level in the Program. Benefits may vary by geographic region.

Financial Benefits

Partners have access to a set of financial discounts and incentives including software, deal registration, influence and renewals.

		Entry	Silver	Gold	Platinum	MSP
Standard Discounts	All partners have access to software discounts. These discounts can be found on the Delinea Partner Portal.	✓	✓	✓	✓	Volume Discount Pricing
Deal Reg Discount	Partners can submit a deal registration for a "new," "upsell" or "cross-sell" opportunity and receive the additional tiered discount when the opportunity closes. The details of the deal registration process are included later in this Guide.	✓	✓ +	✓ ++	✓ +++	n/a
Influence Fee	If a partner submits a referral and the opportunity closes either through Delinea or a Partner, then if approved they can receive the influence fee.	✓ by invitation	✓ by invitation	✓ by invitation	✓ by invitation	n/a
Special Pricing	Partners that have an approved deal registration and are in a competitive bid can request special pricing.	✓	✓	✓	✓	✓
Rebates	Delinea plans to offer a performance rebate to Platinum Partners by FY25.	–	–	–	in FY25	in FY25
Renewal Incumbency Assurance	Partners are considered the incumbent reseller for the Delinea product(s) which they sold to the customer, when proven to be actively engaged in the customer account and continuing to drive value through proactive selling activities related to those products.	✓	✓	✓	✓	✓

Relationship Benefits

Partners have access to support personnel and benefits to help them sell, market and service Delinea products and services.

		Entry	Silver	Gold	Platinum	MSP
Relationship Manager	Delinea provides support personnel to help develop and expand a partner's relationship with Delinea. They are responsible for onboarding, pre- and post-sales activities, leveraging joint marketing activities and providing overall partner support. For Entry and Silver level partners, Delinea's authorized distributors will provide similar support to partners and access Delinea sales support for registered customer opportunities.	Available through distributor	Available through distributor	Named relationship manager	Named relationship manager	Named relationship manager
Channel Sales Engineer	Partners can leverage a Channel Sales Engineer to support onsite and remote enablement.	Limited, via distributor	Limited, via distributor	✓	✓	✓
Sales Support	Partners with approved deal registrations have access to Delinea field sales personnel to help with demos and PoCs / PoVs and closing opportunities.	✓	✓	✓	✓	✓
Co-Marketing Resource	Partners with approved MDF requests can leverage Delinea marketing personnel to help develop marketing plans and assist with joint campaigns.	–	✓	✓	✓	✓
Executive Sponsor	A Delinea Executive Sponsor will meet with the partner's assigned executive on a quarterly basis to accelerate joint initiatives and manage any issues beyond day-to-day business.	–	–	–	Named executive	Named executive
Executive Briefings	Delinea will provide executive briefings with the release of new products or strategies.	–	–	Case-by-case	✓	Case-by-case
Partner Portal	The Delinea Partner Portal serves as a directory for systems such as deal registration, sales and marketing assets, and technical support.	–	✓	✓	✓	✓
Partner Communications	Partners will receive a monthly newsletter that includes updates on new products, collateral and initiatives.	–	✓	✓	✓	✓
Joint Business Plan/Business Reviews	A comprehensive joint business plan that details targets, sales, marketing, technical and enablement milestones, and will be agreed and reviewed on a regular basis.	–	–	Annually	Quarterly	Quarterly
Partner Conferences	Delinea will invite partners to attend regional partner conferences focused on products, market direction and program initiatives and policies. The number of attendees and participation varies by region and partner level.	–	By invite	✓	✓	✓
Advisory Councils	Delinea hosts an Advisory Council for key executives from our partners conducted either annually or bi-annually depending on the region.	–		By invite	✓	✓

Selling Benefits

Partners have access to a set of selling tools to accelerate the sales cycle and help ensure a successful sale.

		Entry	Silver	Gold	Platinum	MSP
Access to Deal Registration	All partners can submit a deal registration through the Delinea Partner Portal or a Delinea authorized distributor.	✓ Through distributor	✓	✓	✓	✓
NFR Software (demo, testing use only)	Partners can request Not-for-Resale (NFR) software at no cost for demo or testing purposes only. NFR includes technical support for the term of the license.	–	✓	✓	✓	✓
Internal Use Software	Partners can purchase Internal Use Software (IUS) license at a 50% discount for production use.	–	✓	✓	✓	✓
Sales Tools	Partners can access collateral and other sales tools either through the Delinea Partner Portal or their distributor.	✓ Through distributor	✓	✓	✓	✓
Rewards Program	Partners can participate in available rewards programs.	–	✓	✓	✓	✓
Delinea Sourced Opportunities	Delinea may provide customer opportunities to partners based on capabilities and geography.	–	✓	✓	✓ Priority	✓
Access to Roadmaps	Delinea will share its product roadmap on a regular basis.	–	Case-by-case	Case-by-case	✓	Case-by-case
Account Mapping	The Delinea relationship manager assists with account mapping between the partner and the Delinea sales personnel.	–	Case-by-case	✓	✓	–

Technical Support

Partners have access to support tools to help with demos and support issues.

		Entry	Silver	Gold	Platinum	MSP
Support Center (access and/or priority)	Partners can submit service tickets for customer support issues.	–	Through customer	Through customer	Through customer	✓
Knowledge base	Partners have access to an online support system that includes product information and knowledge articles.	–	✓	✓	✓	✓

Marketing Benefits

Partners have access to marketing tools and programs to help promote Delinea and partner solutions.

			Entry	Silver	Gold	Platinum	MSP
Marketing Tools	Partners have access to product related marketing assets including datasheets, presentations and videos.	Through distributor		✓	✓	✓	✓
Marketing Campaigns	Partners can select from a range of pre-packaged lead generation campaigns. Delinea will provide the campaign assets (content, email copy, social media copy and graphics) and build and host a co-branded landing page. Any leads are routed to the partner for follow-up.	–		✓	✓	✓	✓
Market Development Funds	Market Development Funds are available to partners based on expected ROI, availability of funds and a completed marketing plan.	–		✓ (USA and Canada)	✓	✓	✓
Social Media	Partners can access and use Delinea social media posts.	–		✓	✓	✓	✓
Partner Directory Listing	Partners are eligible to promote their business (including company overview, services and locations) in a listing on the Delinea website.	–		✓	✓	✓	✓
Partner Designation Logos	Partners can use a Delinea partner logo that recognizes their Delinea partnership. These logos can be found on the Delinea Partner Portal.	–		✓	✓	✓	✓

Enablement Benefits

Partners have access to training across roles.

			Entry	Silver	Gold	Platinum	MSP
Sales Training (online)	Partners can access online sales training at no cost.	Through distributor		✓	✓	✓	✓
Sales Training (in-person)	Partners can request in-person sales training through their relationship manager.	Through distributor		Case-by-case	✓	✓	Case-by-case
Pre-Sales Technical Training (online)	Partners can access online pre-sales technical training at no cost.	Through distributor		✓	✓	✓	✓
Pre-Sales Technical Training (in-person)	Partners can request in-person pre-sales technical training through their relationship manager.	–		–	✓	✓	Case-by-case
Professional Services Certification	Partners may be invited to complete the Delinea Professional Services certification.	–		✓	✓	✓	✓

Program Requirements Table

The following table lists the requirements that must be met for each level in the program:

		Entry	Silver	Gold	Platinum	MSP
Performance & On-Boarding Requirements						
Annual Delinea Revenue	Partners are required to meet minimum closed deal registered ACV bookings (USD) in a calendar year. Thresholds may vary by geographic region.	–	\$100,000	\$500,000	\$2,000,000	\$100,000
Signed Agreement	Partners must agree to and accept the terms of the Delinea Partner Program Agreement. Contracts will expire on December 31st of the then-current calendar year and automatically renew for additional one-year periods (unless terminated pursuant to the Agreement). Engagement models for resell and MSP will each require an addendum to be signed following approval.	–	✓	✓	✓	✓
Joint Business Plan & Business Reviews	Partners are required to develop a joint business plan that details sales, marketing, technical and enablement milestones. This business plan will be reviewed periodically.	–	–	Yearly ✓	Quarterly ✓	Quarterly ✓
Primary Purchase Path		Through Delinea authorized distributor	Through Delinea authorized distributor	Through Delinea authorized distributor	Through Delinea authorized distributor or Delinea	Through Delinea
Skills Requirements						
Sales Training	Have and maintain a minimum number of salespeople who have completed Delinea Sales Training.	–	1 sales	2 sales	4 sales	4 sales
Technical Training	Have and maintain a minimum number of technical staff who have completed Delinea Technical Demo Training and Validation.	–	1 engineer	2 engineers	4 engineers	4 engineers
Coverage Requirements						
Named Vendor Manager	A named vendor manager that is the main relationship manager for Delinea.	–	–	✓	✓	✓
Named Vendor Sales Engineer	A named vendor sales engineer to be the lead technical resource for Delinea opportunities.	–	–	✓	✓	✓
Named Vendor Executive Sponsor	A named vendor executive sponsor that will interface with the named Delinea Executive.	–	–	–	✓	✓

		Entry	Silver	Gold	Platinum	MSP
Licenses, Ordering, Support, and Reporting						
License	Must have a unique license to manage a Delinea Cloud instance per customer.	–	–	–	–	✓
Ordering	Must use Delinea's subscription SKUs and all opportunities must be deal registered.	–	–	–	–	✓
Technical Support	Must provide Tier 1 / Tier 2 support to customer or purchase a Delinea Technical Account Manager (TAM).	–	–	–	–	✓
Reporting	Must provide report of users under management to Delinea monthly.	–	–	–	–	✓

| Detailed Information - Deal Registration

Deal Registration allows partners, whether they have a contract with Delinea directly or managed through a Delinea authorized distributor, to formally notify Delinea of a partner-originated sales opportunity. If the registered opportunity meets the program criteria and closes, then a partner would be eligible for incremental partner discounts based on the partner level. Deal registration is also a required step prior to requesting special pricing.

Deal Registration Guidelines

A sales opportunity is defined as one of the following partner-originated opportunities: net-new, cross-sell or up-sell and meets the Delinea program criteria defined below:

- The sales opportunity must be registered by the partner or, for partners not having access to the Delinea Partner Portal by the authorized distributor.
- A partner-originated opportunity must include a sales and/or pre-sales effort to promote Delinea products as well as knowledge of the end-customer's priorities, budget, project and key contacts.
- Deal registration is applicable only for specific opportunities within an end customer or prospect as described below.

Net-New

Sales opportunity where Delinea has had no significant interaction with the customer in the prior 180 days.

Upsell

A customer has one of Delinea's products and wants to either increase the licensing quantities or acquire add-ons to the product. For example:

- they have Secret Server and want to add Disaster Recovery, or
- they have Delinea Platform Standard and want to add RAS, or
- they have Delinea Platform Essentials and want to upgrade to Standard or Enterprise

Cross-sell

A customer has one or more of Delinea's products and wants to purchase another Delinea product. For example:

- they have Secret Server and want to purchase ALM, or
- they have Privilege Manager and want to purchase Server PAM



Incumbency & Renewals

Delinea subscriptions require renewal at the end of their term for the customer to continue receiving benefits of those subscriptions. The partner and distributor who originally sold said subscription may receive incumbent pricing advantage to maintain consistent, fair, and reasonable pricing for end users at the time of renewal. This can apply to renewals and up-sell opportunities.

A lapse in, or termination of the partners' reselling agreement with Delinea, may result in the loss of incumbency. Additionally, any renewal not booked prior to the expiration of the period of performance may incur a loss of incumbency.

Deal Registration Eligibility

Opportunity size

There is no minimum size or value.

Products

All Delinea products are eligible.

Geographic area

Partners may only register opportunities within the area they are authorized to operate. Partners can request approval of a deal registration for an opportunity outside of their authorized area.

Partner eligibility

Partners must be under a valid Delinea Partner Agreement or an agreement with a Delinea authorized distributor at the time the deal closes.

RFP & Tenders

The opportunity cannot be the subject of a published RFP, or similar tender process, unless the partner registered the opportunity and received approval from Delinea prior to the RFP or Tender being published. If the deal is related to a public RFP or Tender, the partner will provide Delinea with the copy of the tendering document (if applicable) that was released by the end-customer.

For the opportunity to qualify, the partner must be specifically involved in the creation of the RFP/ Tender and must be fundamental in getting Delinea positioned to compete in the opportunity.

Deal Registration Discounts

The deal registration discounts apply on top of standard discounts of license sales (net-new, upsell or cross-sell). They do not apply on top of support/maintenance. The specific deal reg discounts by tier can be found on the Delinea Partner Portal.

Deal Registration Process

Online Registration

All deal registrations must be submitted via the Delinea Partner Portal or through a Delinea authorized distributor.

Acknowledgement

Once the deal registration has been submitted, the partner will receive a notification that the deal registration form has been received by Delinea.

Validation and approval/rejection

Within six business days, Delinea will determine if any reasons for denial exist (refer to denial of a deal registration below). If not, then the Delinea partner relationship manager will contact the partner to understand and qualify the opportunity using Delinea's sales methodology. The partner relationship manager will then work with Delinea sales personnel to convert the deal from a lead to an opportunity.

Within 20 working days, Delinea and the partner will further qualify the opportunity with the customer and, depending on the opportunity, the partner relationship manager will notify the partner via email whether the opportunity has been approved or denied. Status of the opportunity can also be viewed in the Opportunities Dashboard in the Delinea Partner Portal.

In the event of a deal registration conflict, Delinea will gather the facts and determine the outcome at the sole discretion of the VP of Channel for the geographic region.

Denial of a deal registration

Denial reasons may include (but are not limited to) the following:

- The sales opportunity has already been registered by another Delinea partner and is still valid
- The sales opportunity is already in the Delinea sales pipeline i.e, Delinea has conducted a significant activity with the customer within the last 180 days
- The Partner does not cooperate to jointly engage the end-user company to further qualify the opportunity.

Exceptions

Exceptions will be escalated through the SVP Global Channels & Alliances, and the partner will be notified within two business days.

Timeframes and extensions

Once the partner is notified of the approval by Delinea through email, they have exclusive rights as the deal registered approved partner of record for 180 days and access to the applicable discount based on the partner level, should the sales opportunity convert to a sales booking. The incumbent partner can upsell for an additional 365 days after the PO has been received for the initial order. Cross-sell opportunities need to be submitted as a new deal registration.

The deal registration can be extended by the Delinea partner relationship manager. Reasons and timeframes for the extension are varied and will be evaluated based upon the information known at the time. This will be processed within a 48-hour timeframe.

Delinea and the Partner will agree on a plan of action to ensure an efficient and productive sales cycle. The plan will also include identifying roles and responsibilities for the sales cycle and how on-going support is provided.

The Delinea sales personnel and partner relationship manager will be responsible for interacting with the partner regarding customer opportunity updates.

If the customer requires additional discounts, then the partner and the Delinea sales personnel can submit it for special pricing.

Termination

Accepted Deal Registrations may be terminated for various reasons including (but not limited to) the following:

- The end customer terminates the consideration of Delinea as a possible solution.
- The opportunity extends beyond the maximum deal registration timeframe without approved Delinea extension.
- The end customer notifies Delinea in writing that they are not willing to work with the partner who submitted the deal registration.
- The sales opportunity no longer meets the deal registration criteria.
- The partner does not actively participate in the closing of the deal.

Changes

Delinea reserves the right to change the Deal Registration Terms and Conditions at any time without notice.



Detailed Information - Market Development Funding

Market Development Funds (MDF) are available to eligible partners to support a variety of ROI producing activities that will help create pipeline, demand generation, and awareness of Delinea PAM solutions within their respective markets.

MDF Eligibility

Delinea Silver, Gold, Platinum and MSP Partners are eligible to participate in the proposal based MDF Program. Factors that will be considered when assessing fund applications include fund availability, favorable past performance and future forecast pipeline generation as well the merits of the proposal based on measurable ROI.

MDF Qualifying Activities

- Sponsorship of third-party conferences, events and webinars
- Partner-hosted end-user events and webinars
- Demand generation campaigns
- Promotional merchandise
- Collateral or content creation or syndication (e.g. case studies, whitepapers, research/surveys)
- Sales incentives
- Training and enablement

Reimbursable expenses that do not fall within these guidelines will be evaluated on a case-by-case basis.

MDF Process

MDF proposals must be submitted at least 45 days prior to the activity and must be approved before committing to or engaging in the activity.

Partners initiate their request for MDF assistance through their partner relationship manager who will assess the application with the Delinea Marketing team.

If approved, the agreed activity, the expected outcomes and ROI, the amount to be reimbursed, the deliverables from each party, the proof of performance requirements and basic terms and conditions will be documented and signed by both parties. Reimbursement will range from 50% to 100% of the cost of the activity as agreed when approved.

Once approved and signed, Delinea and the partner will work through logistics and resources required to execute the activity.

When the approved activity has been completed, the partner submits an invoice to their partner relationship manager along with proof of performance, as outlined in the MDF agreement, for reimbursement.

| Program Policies

Delinea reserves the right to change, modify, or discontinue the Delinea Partner Program at any time without restrictions, including any conditions, requirements or benefits contained in this Program Guide. All Program changes shall be effective upon notice to the partner or at such time that Delinea may specify. Delinea will use commercially reasonable efforts to give partners thirty (30) days written notice (which may include a notice via the Delinea Partner Portal) of any material change to the Delinea Partner Program and/or the Program Guide. If a partner disagrees with any change or modification issued by Delinea, the partner may terminate its participation in the Delinea Partner Program.

Any partners continuing to participate in the Delinea Partner Program after such time confirm by their continued participation that they agree to the updated Delinea Partner Program and/or the Program Guide. Partners must periodically review the Program Guide while participating in the Delinea Partner Program to ensure their compliance with any updates.

Delinea reserves the right to suspend or terminate a partner's status if the partner does not maintain good standing in the Delinea Partner Program, or fails to comply with the Delinea Partner Agreement, an Addendum or this Program Guide.

Legal Effect of the Delinea Partner Program Guide

This Delinea Partner Program Guide is incorporated into the Program Agreement. Except as expressly modified by the Program Guide, the Delinea Partner Agreement remains in full force and effect. If there is a conflict between the Delinea Partner Agreement and the Delinea Partner Program Guide, the Program Guide will prevail unless otherwise stated specifically in the Program Guide.

Re-leveling

Partner performance, commitment and success will be reviewed on an annual basis and compared to the requirements stated in the Program Guide.

Moving to a Higher Level

Within a program year, Delinea may proactively review a partner and determine eligibility to be advanced to a higher level within the Program. Partners can also contact their partner relationship manager and request to be advanced based on satisfying the requirements of a different level. Advancing in the Program is contingent on an agreed upon business plan.

Moving to a Lower Level

Within a program year, a partner could be moved to a lower level in the Program if they have not maintained the requirements or otherwise not satisfied the requirements applicable to its participation in the Program at its current designated level. Partners will first be notified by their partner relationship manager that their participation or level status is in jeopardy and options will be discussed to help the partner in its efforts to remedy the situation. If within three months, the partner is not successful in meeting the Program requirements, Delinea may send a final notice to the partner confirming that the partner will be removed from the Program or moved to a lower level.



Delinea is a leading provider of Privileged Access Management (PAM) solutions for the modern, hybrid enterprise. The Delinea Platform seamlessly extends PAM by providing authorization for all identities, controlling access to an organization's most critical hybrid cloud infrastructure and sensitive data 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.

Learn more about Delinea's solutions at delinea.com.

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