

VERITAS™
Partner Force



**VERITAS® PARTNER FORCE
PROGRAM FLYER**

Rewarding Capability, Commitment & Growth

LAUNCHING VERITAS PARTNER FORCE

With Veritas, you will stay ahead of the market, deliver even more value to your customers and see an enhanced and more predictable profitability payback on your commitment and investment.



Greater opportunity to earn greater rewards, with more predictability

We have enhanced the Growth Accelerator Rebate, maintaining the rates while introducing a 3-step payout, increasing high growth accelerators and simplifying the quarterly payout. You will get paid from the first dollar and rewarded increasingly for your growth, providing you with improved predictability and consistency in running your business.



Get paid on bigger deals

We have increased the Opportunity Registration cap from US \$500K to US \$1M, while maintaining the payout rates. So as you create and register bigger Veritas deals with your strategic customers, you get rewarded for that commitment and that business.



Win by specializing in information management with Veritas

For our skilled and committed partners, it's never been more compelling to get to platinum status and differentiate. We've reset requirements to two expert competencies, and removed the customer reference requirement. We will be replacing it with Customer Partner Success to showcase your customer successes.

To find out more, visit [Partner Force](#). To get started, visit [PartnerNet](#) and ensure your PartnerNet primary contact has accepted your Veritas Partner Force program agreement terms.

Veritas Partner Force: rewarding capability, commitment and growth.

WIN WITH VERITAS PARTNER FORCE

Rewarding Capability, Commitment & Growth

Veritas Partner Force (VPF) is based on rewarding our partners' capability, commitment and growth. The program offers you enhanced performance-based benefits and financial rewards, as well as sales and marketing tools to support you throughout the sales-cycle and enable you to build a predictable revenue stream for your business.

For more information on the program, please visit [PartnerNet](#) or our [Partner Program Page](#).

Transactional Benefits

These benefits are for Platinum, Gold and Silver partners who have attained Expert or Principal Competency levels.



Opportunity Registration

Opportunity Registration provides discounts or rebates to you for actively identifying, developing and closing incremental sales opportunities on qualifying products (applicable in AMS, EMEA and specific APJ countries).

You can earn up to a 20% discount or rebate¹.

Learn more about the program requirements, limitations and exclusions on the [Opportunity Registration page](#) on [PartnerNet²](#).



Margin Builder

Partners can earn up to 20% margin on SMB deals with Margin Builder². To qualify you must be a member of the Mid-Market Backup and Recovery Competency and must register your opportunity in the Margin Builder portal. Qualifying deal size varies by geo. The Margin Builder portal (applicable in AMS, EMEA and specific APJ countries) does not require a login and the registration process takes less than two minutes to complete, making it quick and easy to register your small business opportunities.

Visit the [Margin Builder Page](#) on [PartnerNet](#) for more information.

¹ Up to 20% ORR rebate applicable to Expert and Principal Competencies based on a combination of front-end and back-end payout, which varies by region and country. Competency specific benefits are accessible based on achieving a particular competency. May vary by region and country.

² May vary by region and country.

Strategic Benefits

Grow your business to be eligible for more strategic benefits and earn more, more predictably. These benefits are for Platinum and Gold partners who have attained Expert Competency level.



Veritas Partner Development Funds (VPDF)

Accrual or proposal-based development funds are available to Veritas Gold and Platinum Tier Partners with Expert Competency designations. The funds will help you as one of Veritas's most strategic channel partners in growing your Veritas business through marketing and business development activities.

To learn more about how you can achieve **up to 5%** in accrual based funds speak to your Veritas Partner Success Manager.



Growth Accelerator Rebate (GAR)

You can earn growth rebates by reaching and exceeding revenue targets for Veritas defined eligible new business.

To find out how you can earn **up to 30%**^{3,4} rebate on new incremental billings growth, speak to your Veritas Partner Success Manager.



Renewals Performance Rebate (RPR)

When you meet or exceed a renewal opportunity target, as defined by Veritas, you may be eligible for a performance incentive of **up to 2%**³. Please speak to your Veritas Partner Success Manager.

Veritas Partner Enablement. It's simple. It's for you.

Our enablement program offers a plan to build your teams skills and grow your business. And our competencies allow you to clearly communicate your specific expert status.

The three stages of our Partner Enablement Framework provide tools and resources to make it easy for you to sell more and make more money. For more information please see the [Enablement page](#) on PartnerNet.

EXPLORE	ENABLE	EMPOWER
We want to make sure you're in prime position to sell Veritas with confidence - through market intelligence, conferences and events; that take you through all the opportunities, solutions and programs.	We help you develop competency in selling Veritas. From IT basics to in-depth resources and training for both sales and technical, we help you develop the expertise to drive sales as a trusted Veritas advisor to your customers.	Get the support you need to sell Veritas. From relevant marketing resources to selling tools that help guide your buyers through the decision-making journey. You'll be as ready as possible to sell Veritas, no matter the circumstance.

³ May vary by region and country.

⁴ 30% on new incremental billings growth (for platinum partners). 20% equivalent for gold partners.

Valuable Sales and Marketing Intelligence



Sales and Partner Playbook

The Veritas Sales and Partner Playbooks is a mobile enablement tool that provides our own sales teams and our partners with access anywhere and anytime to enable effective conversations & sell to different customer personas.

To download, visit the [Sales and Marketing page](#) on PartnerNet.



Veritas Market Opportunity Guide and Strategy and Solution Matrix

Download the Veritas Market Opportunity Guide and Veritas Strategy and Solution Matrix to get up to speed with the latest market trends and business opportunities. Gain valuable insight into the total addressable market for each solution area across your region both today, and projected into the future. This will enable you to plan what to sell and where your business will win with Veritas.

Download now from the [Sales and Marketing page](#) on PartnerNet



The Veritas Grid

Veritas offers a **marketing service** that multiplies your leads and turns them into qualified opportunities.

The Veritas Grid is an online marketing tool enabling you to easily create email marketing campaigns—with YOUR logo and contact details to generate YOUR leads.

With over 2,500 leads and a growing pipeline in excess of \$9.5 million US dollars, partners are turning to the Veritas Grid for channel-ready demand generation campaigns.

See the campaigns at: <https://veritas.elasticgrid.com/>



Our Grid Marketing Specialists (AMS and EMEA) and Partner Marketing Service (APJ) act as extensions of your marketing team. We can assist you to set up a Grid campaign, add your company details and resources, help execute it and conduct lead follow-up.

Contact our Grid Marketing Specialist team at enquiries@elasticgrid.com for AMS and EMEA, and pmc.apj@veritas.com for APJ.

For more information on the Veritas Partner Force Program, please visit go.veritas.com/partnerforce.