



PARTNERSHIP PROGRAM 2023

DO YOU WANT TO HAVE IN YOUR CATALOG UNIQUE SOLUTIONS IN CYBERSECURITY and CYBER DEFENSE?

authUSB SL, is a Spanish company that develops its own security solutions, both at the HW and SW level, covering the fields, not only of cybersecurity understood as detection, detention, management and traceability of threats that come from an individual malicious actor or specialized group, but also solutions that enter fully into the field of Cyber Defense.

authUSB is committed to the Partner program as the most effective way to reach our end customer and give them all the pre and post sales attention they demand.

The maintenance of excellent quality standards in the service makes it vital for us to work side by side with people who know our solutions and know how to give them the value they can have for each organization.

WHY BECOME A PARTNER?

- > To be able to offer your customers Certified and unique solutions in the market
- > To allow you to increase your profit margin, not only with the sale of our solutions but with the associated service layer.
- > Because you will have access through the Partner Portal to both commercial and technical documentation that will allow you to have a competitive advantage over other actors.
- > Because you will have access to the authUSB SL opportunity protection system
- > Because you will always have the support of our technical and commercial team in your meetings with your client to solve specific problems that arise.

WE WANT TO WORK WITH YOU

We want you to have the opportunity to improve your business by adding authUSB solutions to your catalog.

For this we propose two modalities, you can choose the one with which you feel most comfortable:

PARTNER

Commitment is essential for the advancement and completion of opportunities with the end customer.

We propose the signing of our distribution contract with which you ensure among other **advantages**:

- > Registration and opportunity protection (exclusive for 3 months extendable to 6)*.
- > Maximum level of discount on proposed operations.
- > Exclusive access to the Partner portal, where we will provide you with exclusive and updated commercial and technical material
- > Access to online technical and commercial training sessions of our solutions so that you can reach a deep knowledge of them.
- > Assistance in meetings with your end client, we are always there for you.

REGISTRATION

<https://www.authusb.net/partners/>

COLLABORATOR

Modality for those consultants who have final clients to whom they advise and in whom they have detected the need to implement our solutions, but whose business model does not allow them to sign our distribution contract.

- > Registration and protection of the opportunity (3 months extendable to 6)*.
- > Assistance in technical meetings with the end customer

OUR PROGRAM AT A GLANCE

PROFITS	PARTNER	CONTRIBUTOR
SALES SUPPORT		
Access to the Partner portal	<input checked="" type="checkbox"/>	
NFR (Demo, Testing use only)	50% Dto.	
Sales tools and support	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
MARKETING SUPPORT		
Allocation of opportunities	<input checked="" type="checkbox"/>	
MKT,Tools and support	<input checked="" type="checkbox"/>	
Co-Mkt and support	<input checked="" type="checkbox"/>	
Webinars	<input checked="" type="checkbox"/>	
Appearance in the list of Partners	<input checked="" type="checkbox"/>	
BUSINESS SUPPORT		
Registration and protection of opportunities	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Priority in Pre-sales and technical support	<input checked="" type="checkbox"/>	
Secure maximum price discounts	<input checked="" type="checkbox"/>	
AFFORDANCES		
Technical and comercial on-line training	<input checked="" type="checkbox"/>	
On site Specific technical training	<input checked="" type="checkbox"/>	
PROGRAM REQUIREMENTS		
CERTIFICATIONS		
Technical Pre-sales	1 Pre-venta	
BUSINESS REQUIREMENTS		
Demos of the solutions	<input checked="" type="checkbox"/>	
Annual number of real business records	10 P/A	
Quarterly Business review	<input checked="" type="checkbox"/>	

