



Global DataGuard

AFFILIATE PARTNER PROGRAM



Expand Your Revenues with
Global DataGuard



You're looking for a breakthrough sales opportunity. Your customers are looking for a way to protect their networks without breaking the bank. Welcome to Global DataGuard's Affiliate Partner program.

There are a lot of ways to describe our program, but one word says it all: Opportunity. Aligning your strategic sales objectives with Global DataGuard (GDG) means you can better serve your customers—ensuring their success, and yours.

HIGH MARGINS AND RECURRING REVENUES

Current resellers are enjoying high margins and winning multi-year support contracts—assuring monthly revenues. You have nothing to lose: we provide a complete plug-and-play turnkey solution, so you're not burdened with inventory or license management issues. Our solution is among the most advanced in the industry. The end result is a relationship of trust with your customers that enables you to build a new pipeline of revenues.

MANAGED SERVICES OPTION

For a growing number of organizations, the answer to the high cost, complexity and uncertainty surrounding network security is simple: Global DataGuard's flexible SRMSM Managed Security Services. With SRMSM Managed Security Services, companies decide when their internal resources are responsible for network security or when they'd prefer GDG to help. They can flexibly outsource 24/7/365 or as little as they like. Alternatively, they may outsource by contract—again, as little or as much as it takes—off-hours, holidays or customized timeframes to suit their specific needs.

With GDG You Get:

- New revenue opportunities
- A 100% customer maintenance renewal rate
- A partner with industry recognition and a track record
- The ability to offer outsourced managed services 24/7/365 or customized per schedule
- Instant market penetration in the security services space
- The ability to sell products and services with recurring revenue

Affiliate Partner Program

With GDG, you can increase revenue potential through a wide array of prepackaged and prepriced product solutions that complement your offerings. GDG's Affiliate Partner Program includes three levels of partner participation, allowing you to match your objectives with our program.

AUTHORIZED AGENT

Commission Rate:

- 30% of Gross Revenue for Direct Sales
- 20% of Net Revenue for Indirect Sales
- 5% for Support Services
- 5% for Contract Renewals

Benefits and Qualification Requirements:

- Will be issued a GDG business card with 'Authorized Agent' job title
- Registered corporation or LLC
- Receives a GDG email account and marketing collateral
- 2 days of mandatory product and sales training within 30 days of joining
- Devotes 100% of their time to representing GDG exclusively
- Close minimum \$500,000 annually
- Eligible for health insurance benefits
- Weekly sales forecast in accordance with the company's forecasting process

ASSOCIATE PARTNER

Commission Rate:

- 20% of Gross Revenue for Direct Sales (10% until annual performance goal is attained)
- 10% of Net Revenue for Indirect Sales
- 5% for Support Services
- 5% for Contract Renewals

Benefits and Qualification Requirements:

- Registered corporation or LLC
- Will be issued a GDG business card with 'Associate Partner' job title
- Receives a GDG email account and marketing collateral
- One day of mandatory product and sales training within 30 days of joining
- Close minimum \$250,000 annually
- When annual revenue goal is attained (valid orders booked), commissions will be retroactively adjusted and paid
- Completed Account Registration form for approval by GDG EVP of Sales

REFERRAL PARTNER

Referral Fee:

- 10% of initial purchase and/or of first year contract

Qualification Requirements:

- A qualified lead is defined as "a personal introduction of a prospective economic or technical buyer of a new end-user GDG customer." Referral Partner must submit a completed Account Registration form for approval by GDG EVP of Sales in order to qualify.



2009 Best Products & Services – Reader's Trust Award
Network Products Guide has named Global DataGuard a winner of the 2009 Best Products and Services - Reader's Trust Award for Unified Security.



2009 'Tomorrow's Technology Today' Award
Info Security Products Guide has named Global DataGuard's Enterprise UTM++ a winner of the 2009 Tomorrow's Technology Today Award for the Integrated Security Solution (Hardware and Software) category. Global DataGuard has also received the Tomorrow's Technology Today award in prior years (2006, 2007 & 2008) for Unified Security, Network Security and Security Risk Management Managed Security Services.



2009 Global Product Excellence - Customer Trust Award
Info Security Products Guide has named Global DataGuard a winner of the 2009 Global Product Excellence Customer Trust Award for Integrated Security.



2009 Product Innovation Award
Network Products Guide has named Global DataGuard's Enterprise UTM++ a winner of the 2009 Product Innovation Award for the overall Security Solution (Hardware and Software) category. Global DataGuard also receive the Product Innovation award in 2008 for its All-n-One Security Module for Enterprise UTM.



SC Magazine 2008 Industry Innovator
SC Magazine has recognized Global DataGuard for its industry innovation in the unified threat management category.

Contact Global DataGuard Today

For more information on how to add Enterprise UTM or SRM Managed Security Services to your current offering, contact Global DataGuard today at 972.980.1444 or visit us online at www.globaldataguard.com.



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