



IGNYTE ASSURANCE PLATFORM PARTNER PROGRAM

In 2019, Ignyte rolled out a new partner program. This program is part of our commitment to building a channel first sales program.

All Ignyte partners must meet the same high standards for market knowledge, vision, integrity and customer satisfaction that Ignyte for itself. Within the program, partner may sell to SMB and Enterprise. Access to Ignyte software for demos and proofs of concept is an important benefit of this program. Partners are eligible to participate in joint marketing, events and programs as available.

Program Features	Description
Territory	Eligible territories are US, Canada and EMEA, based on the partner’s ability to cover the geographies. The partner may participate in any or all of the geographies.
Pricing Overview	Ignyte has commercial pricing and SMB pricing. Partners are free to use either licensing model per the rules. Quotes will be generated and provided to the partner by Ignyte.
Partner Margins	Partners can receive up to 30% margin off list price for first-year software fees. Unlike perpetual licenses, Ignyte sells an annual subscription. Ignyte uses the term first-year fees (FYF) to denote the first-year and renewal-year fees (RYF) for all subsequent years as long as minimum renewal rates are maintained.
Customer Tech Support	All levels of tech support are provided directly to the end user by Ignyte.
Market Development Assistance	The reseller will be eligible for market development funds (MDFs) or assistance to generate leads.
Program Fee	There is no fee to become an Ignyte partner.
Competitive Discount	In the event a discount is needed to win a deal and has been approved by Ignyte, the partner margin will be protected up to a 30% discount. Beyond 30% the partner and Ignyte share the discount.

KEY INDUSTRY ISSUES

- Compliance & Audit Management
- Policy Management
- Threat & Vulnerability Management
- Enterprise Risk Management
- Regulatory Mapping Software
- Vendor Risk Management
- Threat Modeling
- Business Continuity Management

Additional products may be approved by Ignyte on a case-by-case basis. Approval will be determined by the partner’s ability to successfully position and sell such products. The partner is also authorized to resell licenses for Ignyte modules that are prerequisites to or have product dependencies with the Ignyte products.

ABOUT INGYTE

To contact your local Ignyte representative, please visit: ignyte.com/partners.

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