

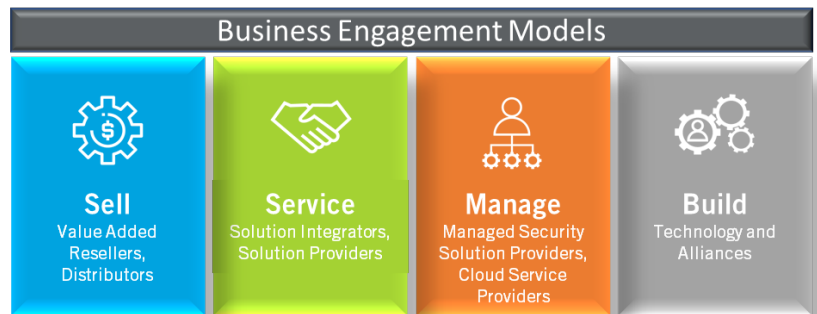
# Vectra Partner Program

PARTNER  
STRATEGY  
VALUE  
CUSTOMER SUCCESS

Making the world a safer and fairer place and being at the forefront of AI is what we stand by and our partner ecosystem is an extension of our values. We embrace these powerful partnerships with endless opportunities.

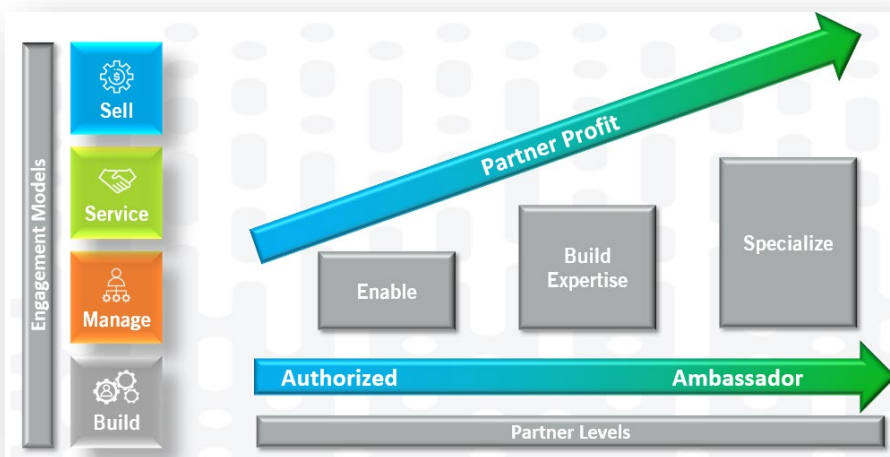
## The Vectra Partner Program should really be called “Your Partner Program”

We designed it around the way you do business. Do you sell security products and solutions? Do you provide security services? Do you offer managed security services? Whether you do one or all three, we provide a program that helps you build relevant expertise and differentiation for your customers.



## Modern Program Framework

The Vectra Partner Program is the only program in this category that focuses on business competencies and customer success rather than volume. Our program incentivizes you based on your level of commitment to Vectra and your expertise. We have four engagement models, sell, service, manage and build and two levels, Authorized and Ambassador. As you are enabled and build expertise and specialize, you earn additional incentives and benefits.



Email [partners@vectra.ai](mailto:partners@vectra.ai)  
[vectra.ai](http://vectra.ai)



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## Industry Leading Network Detection and Response Solution

Network Detection and Response (NDR) is the hottest new market in security. This is your chance to get in early with a leading NDR provider that puts their channel partners first.

The award-winning Cognito® NDR platform from Vectra integrates with other security solutions, many of which you already have in your portfolio today.

Customers trust us and invest more over time. The lifetime value of the Cognito NDR platform increases over time as we add new features, capabilities and integrations.

| Benefits   |              | Requirements  |
|--|--------------|---|
| <ul style="list-style-type: none"> <li>• Deal Registration</li> <li>• Financial Incentives</li> <li>• Partner Portal</li> <li>• Global Training &amp; Certifications</li> <li>• Demo and Virtual Labs</li> <li>• Global support</li> <li>• Marketing and go-to-market support</li> </ul> | Relationship | <ul style="list-style-type: none"> <li>• Signed agreement</li> <li>• Business alignment</li> <li>• Training certifications</li> <li>• Customer success stories</li> <li>• Marketing commitment</li> <li>• Revenue commitment</li> </ul> |
|  | Sales        |   |
|  | Operations   |   |
|  | Marketing    |   |
|  | Training     |   |
|  | Financial    |   |

## Partner with Us!

**Step 1:** Join the Vectra Partner Program by visiting our website [www.vectra.ai/partners](http://www.vectra.ai/partners).

**Step 2:** Select the business engagement model(s) based on your go-to-market strategy – *Sell, Service, Manage and Build*.

**Step 3:** Fulfill enablement and growth requirements. Each engagement model provides targeted enablers for partners to grow their skills and succeed in selling, implementing and/or managing Vectra NDR products and services.

**Step 4:** Start off as an Authorized partner within your engagement model(s).

**Step 5:** Execute on a plan to qualify for the Ambassador level to earn additional margin and benefits.

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