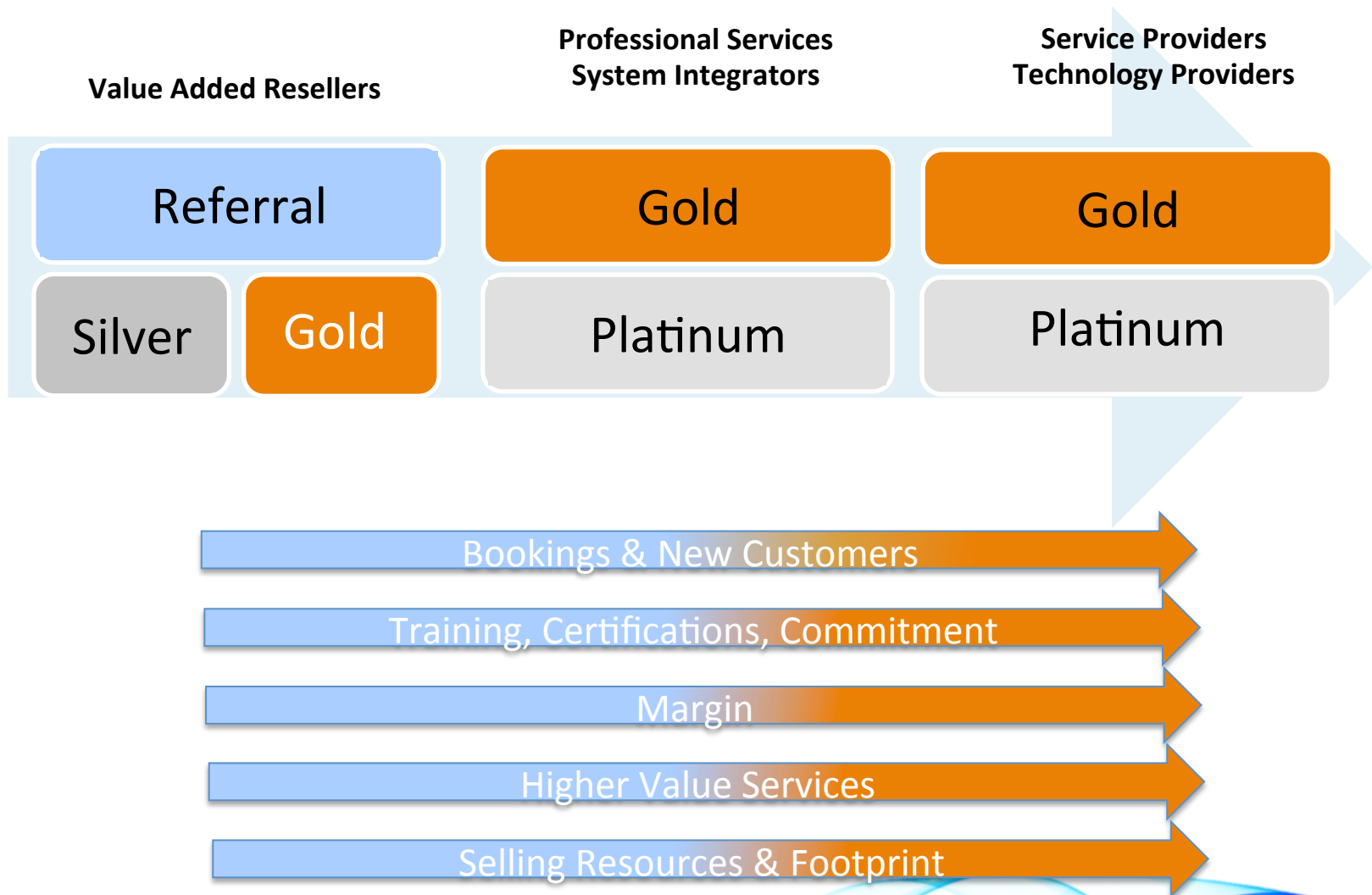


Program Framework



Requirements & Benefits



	VARs			Professional Services		Service Providers	
				System Integrators		Technology Providers	
	Referral	Silver	Gold	Gold	Platinum	Gold	Platinum
Requirements							
Reseller Contract		X	X	X	X	X	X
Dedicated Sales		X	X	X	X	X	X
Dedicated Marketing			X	X	X	X	X
Pipeline Review (QBR)			X	X	X	X	X
Deal Registration		X	X	X	X	X	X
Cyara Partner Certification		Level 1	Level 2	Level 1	Level 2	Level 1	Level 2
Annual Deals		5	10	5	10	20	40
Benefits							
Margin							
Partner Portal Access		X	X	X	X	X	X
Logos and Branding		X	X	X	X	X	X
Web Site Presence			X	X	X	X	X
Success Story Collaboration			X	X	X	X	X
Assigned Channel Manager			X	X	X	X	X
Market Development Funds					X		X
Pre Sales Technical Support Access				X	X	X	X
Branded Portal					X		X