Thales Accelerate Partner Network

Cloud Partner Program Guide

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Why Accelerate Cloud Partner Program

The Thales Partner Program has been built to offer access to a portfolio of the industry's most innovative IT security solutions, along with support and benefits specifically designed to match your business model and business goals. The Accelerate Cloud Partner Program introduces a focused opportunity for you to grow your business with a solution that offers promotions for new business and an opportunity to sell services that accompany Thales Products.

The Thales Accelerate Cloud Program exists to

✓ Support development and enablement of partners' capabilities to sell and deliver their own professional services around Thales products

✓ Drive high-value partners through increased product competencies and service capabilities within the Accelerate partner community

✓ Provide our channel partners with a high touch option for continued customer satisfaction through the opportunity to offer implement and support Thales solutions.

Requirements

▌ Must be an approved Reseller (Gold, Platinum or Global tier), and Service Providers in the Thales Accelerate Partner Network with an active partner agreement and in good standing with Thales.

▌ Designate a primary resource to support the success of the Accelerate Cloud Program.

▌ Attend a Thales Cloud Solution Selling Workshop within 60 days from onboarding

▌ Complete jointly agreed Business Plan **here**

▌ Become a Thales Service Delivery Partner (See Requirement in page ..)

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Program Benefits

The Thales Partner Program has been built to offer access to a portfolio of the industry's most innovative IT security solutions, along with support and benefits specifically designed to match your business model and business goals. The Accelerate Cloud Partner Program introduces a focused opportunity for you to grow your business with a solution that offers promotions for new business and an opportunity to sell services that accompany Thales Products.

Partners receive access to knowledgebase resources and software downloads aimed at improving partners' technical competencies and to support potential acceleration of sales.

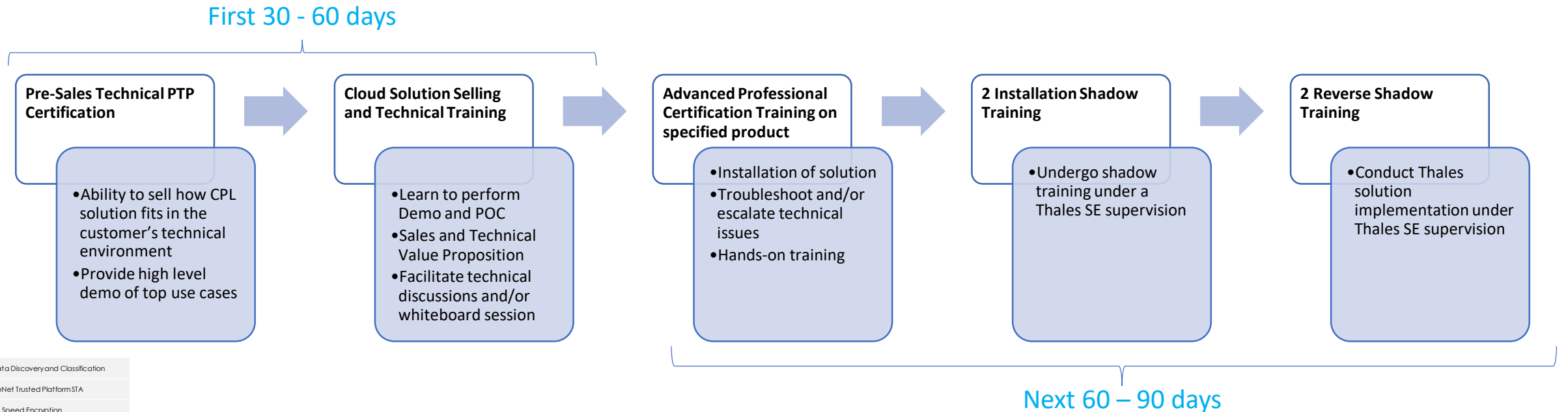|	Cloud
Relationship	
Recognized as "Value Added Cloud Partner"	Yes
Access to Cloud Advisory Council	Eligible
Access to Thales Sales Engineer	Dedicated
Joint Sales Account Planning	Eligible
Early Access to Product Road Maps and Beta Programs	Yes
Marketing	
Partner Summit and Sales Kick Off	By Invitation
Dedicated content page on the partner portal	Eligible
Dedicated Marketing Campaigns	Eligible
Thales Accelerate Branding Guidelines Compliance	Eligible
Listing in Partner Locator	Eligible
Training	
Access to free Online Sales and Presales Training	Available
Professional Services Delivery Partner Training and Designation	Yes
Access to Online and In-Class Technical Training (Paid)	Available
Cloud Certification Badging	Eligible
Customized Sales and Pre-Sales Technical Enablement	Eligible

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Becoming a Service Delivery Partner

Partners must provide the data listed below to escalate end customer tickets to Thales for Tier 2 and Tier 3 support needs.

✓ Partners must maintain a professional approach to case management, including a system or process to record support interactions and key metrics.

✓ First 30 - 60 days from Cloud program approval and activation :
  - Must meet training requirement per tier. See **program guide**
  - Complete Cloud Selling Solution and Technical Workshop
  - Partner begins shadow deployment training on STA, HSE and DDC* with Thales Sales Engineer (max 2)

✓ Next 60 – 90 days:
  - Complete all Professional Certification trainings required to become "Service Delivery Partner". Preferably two engineers certified for STA, CipherTrust Platform and HSE
  - Complete maximum two reverse shadow training for first two customer sale/solution deployment

First 30 - 60 days

Pre-Sales Technical PTP Certification
- Ability to sell how CPL solution fits in the customer's technical environment
- Provide high level demo of top use cases

➤

Cloud Solution Selling and Technical Training
- Learn to perform Demo and POC
- Sales and Technical Value Proposition
- Facilitate technical discussions and/or whiteboard session

➤

Advanced Professional Certification Training on specified product
- Installation of solution
- Troubleshoot and/or escalate technical issues
- Hands-on training

➤

2 Installation Shadow Training
- Undergo shadow training under a Thales SE supervision

➤

2 Reverse Shadow Training
- Conduct Thales solution implementation under Thales SE supervision

Next 60 – 90 days

DDC = Data Discovery and Classification
STA = SafeNet Trusted Platform STA
HSE = High Speed Encryption

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Thales Accelerate Cloud Program Terms and Conditions

The following terms and conditions must be accepted by partners participating in the Thales Accelerate Cloud Partner Program.

- ✓ The Thales Accelerate Cloud Program is subject to the terms and conditions of the Accelerate Partner Agreement the partner has in place with Thales.

- ✓ The Accelerate Cloud Program is only available to qualified Partners as determined in the Thales Accelerate Partner Network.

- ✓ Under the Thales Accelerate Partner Network, partner understands the Accelerate Cloud Program is exclusive of the rewards outlined in the other partner programs, including Deal Registration and Reseller/MSP Program discounts

- ✓ A termination of an Accelerate partner agreement will automatically lead to partner's termination in the Cloud Program.

- ✓ Thales' entity reserves the right to modify, change, or terminate the Cloud Program or a partner's participation in the Accelerate Cloud Program at any time with or without advance notice.

- ✓ Thales reserves the right to modify, change, or terminate this program at any time with or without advance notice.

- ✓ If invited to the Partner Insight Program, partners must participate in regular Thales partner service reviews and audits.

- ✓ Grant Thales access to survey the partner's end customer support experience with Thales products through either access to the partner's case history or through direct survey of the partner's end customer contacts.

- ✓ Partners are expected to retain ownership of the case at all times, participate in remote sessions as required, and provide all information to the customer.

Please contact your account manager or regional channel program representative to get started.

THALES

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