

Delinea Trusted Advisor Program

The intention of Delinea Deal Registration is to protect investment made by Delinea Channel Partners that engage in value-added pre-sales activity in support of the growth of Delinea. By registering the opportunities with Delinea, you can be assured that we will work with you on closing the deal, as well as maximizing your profit from Delinea.

1. Delinea Referral Rates Terms & Conditions

- 1.1. Referrals need to be submitted online.
- 1.2. At minimum, an introduction needs to take place.
- 1.3. Approval for the referral will be granted following the initial qualification into an opportunity.
- 1.4. Approval may only be granted if Delinea is not aware of the opportunity (i.e., No opportunity in the pipeline at the time of referral qualification).
- 1.5. Referral rates are paid out to the Trusted Advisor once the deal is closed won. Payment takes place within 5 days of the distributor having received payment.
 - 1.5.1. In the case of a split year deal (multiple payments across multiple years) the referral rate will be paid to the Trusted Advisor as the invoices are settled with distribution. This mean if distribution receives the first payment in year 1, the Trusted Advisor will receive the appropriate percentage on the relevant amount accordingly. Once the next payment is made to distribution, the Trusted Advisor will receive the next payment and so forth.
- 1.6. Referral rates depend on the Trusted Advisor's involvement level.
- 1.7. Payments will be facilitated via local distribution (exception possible – will be confirmed upon sign up).
- 1.8. The referral covers only the initial deal, for which the referral rate will be paid. Rates do not automatically apply to any future business (up-sell, cross-sell or renewal opportunities).
- 1.9. Delinea reserves the right to make changes to the program and rate structure with 30 days written notice.
- 1.10. To receive the referral rate pay-outs the Trusted Advisor agreement as well as the NDA needs to be signed between Delinea and the Trusted Advisor partner.

About Delinea

Delinea is a leading provider of privileged access management (PAM) solutions for the modern, hybrid enterprise. We make privileged access more accessible by eliminating complexity and defining the boundaries of access to reduce risk, ensure compliance, and simplify security. Delinea empowers over 14,000 customers worldwide, including over half the Fortune 100. Our customers include the world's largest financial institutions, intelligence agencies, and critical infrastructure companies. delinea.com