



Intel Security Partner Program Requirements and Benefits

Effective January 2016

Security is a rapidly changing and growing market. As an Intel Security partner, you have the inside track on trending security issues, technologies, and products so you can offer your customers valued insight and the best solutions to meet their security needs. We provide a flexible framework based on customer buying preferences and partner business models to help you build a differentiated, profitable security practice.

Below is a chart outlining Intel Security Partner Program requirements for each partnership level and Intel Security country set. Program requirements vary by country. [Find your country set.](#)

Intel Security Partner Program Requirements

	Country Set	Channel Base Agreement Required	Annual Bookings Requirement*	Annual Training Credit Requirement	Certified Product Specialist Requirement		
					ePO	SIEM	Advanced Threat Defense (ATD)
Platinum	A	Yes	\$2m	300	2	2	2
	B		\$1m	200	2	2	2
	C		\$500k	100	2	2	2
Gold	A	Yes	\$700k	150	2		
	B		\$300k	100	2		
	C		\$150k	50	2		
Silver	Silver partners are recognized as registered partners in our program. Bookings, training and certification requirements do not apply.						

*Figures are in US dollars.

Program Requirements and Benefits

The Intel Security Partner Program is designed to help you meet the needs of your growing business. As you increase your investment into the partnership through bookings, training, and specializations, you open yourself to greater rewards and increased commitment from Intel Security. Click through to learn more about each reward and benefit.

Intel Security Partner Program Benefits

		Silver	Gold	Platinum
Coverage	Field Channel Account Manager			•
	Inside Channel Account Manager		•	
Profitability	Rebates			•
	Teaming Plans		•	•
	Intel Security Rewards		•	•
	Deal Registration	•	•	•
	Incumbency Advantage	•	•	•
Marketing Support	Marketing Development Funds (MDF)			•
	Partner Locator		•	•
	Demand Generation Kits	•	•	•
Enablement Offerings	Annual Business Plan			•
	Partner 360 Dashboard			•
	NFR (All Products)		•	•
	NFR (Security Action Pack)	•		
	Free Sales & Technical Learning	•	•	•
	Free Presales Technical Learning	•	•	•
	Intel Security Solutions Center	•	•	•
Partner Care	•	•	•	
Technical Support	Intel Security Enterprise Support			•
	Intel Security Business Support		•	•
	24x7 Online Support	•	•	•
Specializations	Support Provider Specialization			•
	Service Delivery Specialization	•	•	•
	Managed Services Specialization	•	•	•

