OPENVPN®

Program Tiers

Partner Benefits

BENEFIT	01 AUTHORIZED 15% partner discount Min $10k TTM	02 PREFERRED 20% partner discount Min $25k TTM	TOP TIER 03 PREMIER 25% partner discount Min $50k TTM
01 Deal Registration	✓ Eligible	✓ Eligible	✓ Eligible
02 NFR Licenses	Up to 5	Up to 10	Up to 20
03 MDF (Proposal-Based)	• Limited	✓ Eligible	✓ Eligible
04 Co-Marketing Campaigns	Not eligible	✓ Joint	✓ Strategic
05 Website Directory Listing	Standard	Preferred	Premier – top placement
06 Lead Sharing	- Not eligible	✓ Eligible	✓ Priority routing
07 Customer POCs	Standard trials	✓ Extended – free	✓ Extended – free
08 Technical Support	Priority queue	✓ VIP 24×7	✓ VIP 24×7
09 Partner Development	Partner Share	✓ Dedicated PAM	✓ Dedicated PAM
10 OpenVPN LMS	✓ Accessible	✓ Accessible	✓ Accessible
11 Beta / Early Access	- Not eligible	✓ Eligible	✓ Eligible

Deal-Based Incentive Model

TIER 1 — 01

10%

INCENTIVE DISCOUNT

3-49

connections / users

TIER 2 — 02

15%

INCENTIVE DISCOUNT

50-499

connections / users

TIER 3 — 03

20%

INCENTIVE DISCOUNT

500-2000

connections / users

All deal-based incentive partners will receive Authorized Tier operational benefits.

Certain pricing for 2,000+ connections / users.