# U.S. Partner Program

The AccessData Partner Program gives select resellers the opportunity to promote and sell AccessData software, support and services.

The Program consists of two tiers: Elite Partner and Preferred Partner. Each tier has advantages, requirements, and an associated discount percentage off AccessData software and services.

The aim of the Partner Program is to increase your revenue stream by offering cutting-edge AccessData products.

**AD** AccessData®

# Program Benefits

| Benefits | Preferred Partner | Elite Partner |
|---|---|---|
| Forensics Software Discounts | 25% | 32% |
| Summation Subscriptions[1] | 25% | 32% |
| Summation Renewals | 5% | 5% |
| Software Maintenance - 1st year | 10% | 15% |
| Permitted Product Sets[2] | AD Advanced Products<br>First-year Software Maintenance<br>AD Legal Products<br>Training<br>Professional Services | AD Advanced Products<br>First-year Software Maintenance<br>AD Legal Products<br>Training<br>Professional Services |
| Referral Fees | Yes | Yes |
| Presale Support | Yes | Yes |
| Post-sales Support | Yes | Yes |
| AD Products Dongles[3] | For permitted products set(s) | For permitted products set(s) |
| Beta Test Participation | No | Yes |
| Access to Partner Portal | Yes | Yes |

[1]Applies to partner's procurement of renewals of net-new customer subscriptions
[2]Permitted product sets are based on focus of AVATAR training: Forensics or Legal
[3]Additional dongles may be purchased

# Partner Program Requirements

| Requirements | Preferred Partner | Elite Partner |
|---|---|---|
| Annual Revenue Targets | $350,000 | $500,000 |
| Technical Training | One Technical Staff to attend AVATAR Training | Two Technical Staff to attend AVATAR Training |
| Development | Annual business planning | Annual business planning |
| Active Partner Contract | Yes | Yes |

## Become an AVATAR
### AccessData Value-Added, Technically Accredited Reseller

AccessData's AVATAR Training Program is designed to onboard and enable technical staff to have a strong base understanding of the AccessData solutions they sell. AVATAR ensures that resellers are competent in offering demonstrations and proof-of-concept installations for potential clients.

# Software, Services, and Training Your Clients Need to Perform Digital Investigations of Any Kind

**AccessData Services: Forensics, E-Discovery, Hosting, and Incident Response**
As the maker of the broadest portfolio of digital investigations software, AccessData is uniquely positioned to provide digital investigations services of any kind.

**AccessData Training**
The leader in digital investigations training, AccessData provides a large selection of courses in three different formats: live online interactive, classroom setting and on-demand via the AccessData Learning Management System (LMS).

# Advanced Forensics & Incident Response Solutions

**AD Enterprise**
Perform simultaneous, multi-machine analysis to identify, analyze and remediate security incidents, and investigate internal threats, such as HR violations, data theft and fraud.

**AD Lab/AD ECA (Early Case Assessment)**
Illustrate the value of this technology for computer forensics labs as well as litigation support and IT departments by demonstrating large-scale distributed processing, web-based collaborative analysis and advanced export functionality.

**SilentRunner Sentinel**
The passive network monitoring solution visualizes network activity by creating a dynamic picture of communication flows, swiftly uncovering break-in attempts, weaknesses, abnormal usage, policy violations and misuse, and anomalies—before, during and after an incident.

**Cyber Intelligence & Response Technology (CIRT)**
This security framework is the first solution to integrate network analysis, host analysis, malware analysis, large scale data auditing and remediation into a single interface that enables web-based collaboration and reporting.

# Legal Solutions

**AD Summation Pro and Express**
Summation Pro is a web-based document, electronic data and transcript review platform that accommodates all case and team sizes. It offers both comprehensively early case assessment capabilities (data ingestion, processing, culling, export with load file creation and first-pass review) and final-review features (search, annotation, redaction, production tools and transcript support)—all in a single product. Summation Express provides the same features as Summation Pro but scaled down for smaller firms. There are hosting options available as well.

**AD eDiscovery**
Walk prospects through each phase of the life cycle from litigation hold to generating load files for legal review tools and illustrate the dramatic cost savings that can be achieved by bringing e-discovery in house.

**AD Lab/AD ECA (Early Case Assessment)**
Illustrate the value of this technology for computer forensics labs as well as litigation support and IT departments by demonstrating large-scale distributed processing, web-based collaborative analysis and advanced export functionality.

**"We're committed**
to providing a top-notch channel program
focused on the growth of our partners.
AccessData is passionate about our partners'
profits and their bottom line. **"**

Chad Gailey
Vice President, U.S. Channel Sales

**AD AccessData**®    **www.accessdata.com**

**CORPORATE HEADQUARTERS**
801.377.5410
384 South 400 West
Suite 200
Lindon, UT 84042 USA

**NORTH AMERICAN SALES**
800.574.5199
801.765.4370
sales@accessdata.com

**INTERNATIONAL SALES**
+44 (0)20 7010 7800
internationalsales@accessdata.com