VERACODE PARTNER PROGRAM
Benefits and Requirements

At Veracode, we are committed to developing our relationship with you to help you identify new opportunities, grow your business with existing customers, and become proficient in our industry-leading solutions. The Veracode Partner program offers a flexible structure designed to accommodate your business model.

BENEFITS	AUTHORIZED	STRATEGIC
Business Benefits		
Access to Veracode Partner Community	●	●
Partner Communications	●	●
Deal Registration	●	●
Participation in Partner SPIFs / Incentives		●
Channel Sales Support	●	●
Sales & Marketing Benefits		
Access to Online Training	●	●
Access to off-the-Shelf Marketing Campaigns	●	●
Partner Locator / Web Listing (coming soon)	●	Priority
Veracode Provided Sales Leads		Priority
Marketing Funds	By Approval	By Approval
Case Study Development		●
Co-branded Materials		●
Technical Benefits		
Access to Technical Knowledgebase	●	●
Support Community Access	●	●
Weekly Online Demo	●	●
Instructor-led Technical Training	●	●
Services Delivery[1]		
On-site Services Program Management Training	Optional - Fee-based	●
Technical Product Administration for Security Consultants	Optional - Fee-based	●
REQUIREMENTS		
Partner Application & Agreement	●	●
Annual Business Plan with Quarterly Review[2] (sales goals, marketing plan, training plan, etc)	●	●
New Logos (annually)	One	Four
Annual revenue Commitment[2]	●	●
Trained Sales Engineers	1+ Online	2+ Participate in instructor-led sales and technical training

[1] All services delivery training must be approved based on fulfillment of pre-requisites
[2] Please consult with your regional channel manager/director for specific commitments by region.

Veracode, CA Technologies' application security business, is a leader in helping organizations secure the software that powers their world. Veracode's SaaS platform and integrated solutions help security teams and software developers find and fix security-related defects at all points in the software development lifecycle, before they can be exploited by hackers. Our complete set of offerings help customers reduce the risk of data breaches, increase the speed of secure software delivery, meet compliance requirements, and cost effectively secure their software assets — whether that's software they make, buy or sell. Veracode serves over a thousand customers across a wide range of industries, including nearly one-third of the Fortune 100, three of the top four U.S. commercial banks and more than 20 of the Forbes 100 Most Valuable Brands. **Learn more at veracode.com, on the Veracode Blog, and on Twitter.**