

With over 25+ years of data protection and monitoring experience, HYCU provides monitoring and protection for thousands of Nutanix, F5, and Citrix environments with over one million satisfied global users. Now it's your turn to join HYCU's Partner Program.

## HYCU Partner Program Overview

The HYCU Partner Program has been created to help you expand your business by creating new opportunities, improve your product portfolio with innovative integrated solutions, and gain a competitive advantage by receiving a wider spectrum of knowledge and experience. HYCU is 100%-channel focused across the organization. We are committed to our Partners' profitability, sustainable growth and deal protection. Our Partner Program includes Deal Registration, sales and marketing programs and enablement resources. We can't win unless you do.

With exclusive access to our resources that include on-line and live technical trainings, marketing materials, and solution resources you will always be a step ahead of your competitors. Also, our Deal Registration Program allows you to earn additional margin. HYCU products help organizations effectively integrate their existing datacenter technologies to increase availability, performance, and security of their business applications, so you can easily increase your existing market of opportunities and deal size. With HYCU, you are not selling only core datacenter technology, you are selling the complete solution that connects to customer's already established foundations.

## Choose the Right Program for You



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### CONTACT US

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## Authorized Partner

### Authorized Partner Benefits:

- 10% on product licenses
- 10% additional discount on product licenses for HYCU validated Deal Registration
- 5% on product support purchases
- 5% Incumbent Partner Renewal discount
- Sales and Technical Enablement Tools
- Co-branded Marketing Tools
- Partner Portal

### Authorized Partner Requirements:

- No annual revenue requirements
- Signed HYCU Partner Agreement

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## Premier Partner

### Premier Partner Benefits:

- 10% on product licenses
- 20% additional discount on product licenses for HYCU validated Deal Registration
- 5% on product support purchases
- 10% Incumbent Partner Renewal discount
- Premier Partner Listing
- Eligible to apply for co-marketing funds
- Sales and Technical Enablement Tools and Resources
- Co-branded Marketing Tools
- Partner Portal

### Premier Partner Requirements:

- \$50,000 USD annual revenue requirements\*
- Signed HYCU Partner Agreement
- Partners who do not meet the annual revenue requirement may be moved to the Authorized HYCU Partner Program status.

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## Global Solution Provider

### Global Solution Provider Benefits:

- 10% on product licenses
- 20% additional discount on product licenses for HYCU validated Deal Registration
- 5% on product support purchases
- 10% Incumbent Partner Renewal discount
- GSP Partner Listing
- Eligible to apply for Campaign Funds
- Sales and Technical Enablement Tools and Resources
- Co-branded Marketing Tools
- Partner Portal

### Global Solution Provider Requirements:

- \$1,000,000 USD annual revenue requirements\*
- Signed HYCU Partner Agreement
- In country presence in at least three countries
- Partners who do not meet the annual revenue requirement may be moved to the Premier HYCU Partner Program status.

An annual revenue requirement is defined as the amount of product and services revenue that must be met or exceeded over four full quarters after enrollment to be eligible to maintain level status in the Partner Program. Product revenue is defined as the purchase price paid by partner for HYCU software, and services purchased through distribution. Please refer to the Partner Level requirements and commitments. \*Geographical Revenue requirement considerations provided

HYCU reserves the right to update the Program as needed, and information in this is subject to change.