

The Seclore Partner Program



Whether you are a reseller, distributor, technology integration partner, system integrator or consultant, partnering with Seclore gives you a unique, powerful set of advantages.



Leading-Edge Technology

Seclore offers the most advanced, most connected, and most secure rights management solution on the market. Our singular focus on driving rights management innovation enables organizations to protect 60% more files than other solutions.



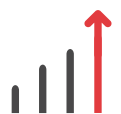
A Committed Team

Our partner program is small by design, because we are selective about recruiting and going to market with partners with whom there is a strong, two-way fit. That's why our partner team is able to stay focused, working hand-in-hand with partners to achieve our mutual goals.



Profitable, Recurring Revenue Stream

Seclore offers attractive commissions so partners gain profitable, recurring revenue while helping customers solve a critical security vulnerability.



Adjacent Upsell Opportunities

Because Seclore is the most connected solution, if you're a reseller already selling Classification, DLP or Enterprise applications such as Citrix ShareFile, Microsoft SharePoint, SAP or IBM FileNet, you leverage your team's pre-existing expertise and relationships – with a reduced sales cycle and cost-of sale.



Partner Program with Built-in Growth Path

Our partner program, tools and assets are easy to access, easy to use, and give you a straightforward path to grow your business with Seclore.

With Seclore, Get in Early on a Fast-Emerging Growth Market:

"By 2020, information-centric capabilities, especially enterprise digital rights management (EDRM) encryption, will be the only durable, granular, file-level mobile data protection."

Gartner Security & Risk Management Summit, 12-15 June 2017, "Scale Information-Centric Security from Internal Operations to Business Partners and Beyond", John Girard and Brian Reed

The Seclore Partner Program

WHAT YOU'LL GAIN AS A SECLORE PARTNER

Benefits for Technology/OEM Partners

- Efficient, 3-step integration process
- Dedicated integration teams
- Proven Rights Management integration leader
- Greatest number (20+) of pre-built connectors to data-security and enterprise systems
- Rich APIs and use-case based SDKs
- Tailored marketing support
- Access to development tools via the [Seclore Partner Portal](#)

Benefits for System Integrator and Consulting Partners

- Attractive commission structure for referrals to clients
- Deal registration to protect your client relationships
- Flexible co- or through-selling models that sync with your business
- Pre-configured, easy-to-implement solutions to add to your own portfolio
- Tailored marketing support
- Access to enablement and sales assets via the [Seclore Partner Portal](#)

Benefits for Reseller and Distribution Partners

- Rich commissions and back-end rebates
- Deal registration to protect your sales investment
- Free online sales and pre-sales training
- Discounts on instructor-led training
- Access to enablement and sales assets via the [Seclore Partner Portal](#)
- Free Seclore protector licenses for sending protected files to customers
- Seclore licenses for internal use at discounted rates
- Seclore pre-sales/post-sales technical support
- For qualifying resellers, access to co-marketing resources via the [Seclore Partner Portal](#)

Seclore At-A-Glance

- Founded in 2010
- Fully focused on Rights Management
- Protects any type of file
- Only fully browser-based solution for ease-of-use
- Automation innovations accelerate adoption
- Technology, device, OS-agnostic
- 6000+ customers in 29 countries
- 2 billion files already protected
- Multiple award winner

See the Seclore Channel Partner Program flyer on the [Seclore Partner Portal](#) for details

USA – West Coast
157 S. Murphy Avenue
Sunnyvale, CA 94086
1-844-473-2567

USA – East Coast
Graybar Building
420 Lexington Avenue
Suite 300
New York, NY 10170

India
Excom House Ground Floor
Plot No. 7 & 8,
Off. Saki Vihar Road
Sakinaka, Mumbai
400 072
+91 22 6130 4200
+91 22 6143 4800

Singapore
8, Eu Tong Sen Street
#12 99
The Central Singapore
059818
Office: +65 6224 1009
Tel.: +65 8292 1930

UAE
Building Q1-01
Office No. 145
PO Box 124257
SAIF Zone, Sharjah
+97155-990-1570
+9716-538-9393

Saudi Arabia
King Abdullah Road
NCB Building, 1st Floor
PO Box 17544
Riyadh 11494
+966-11-2055092 Ext. 111
+966-50-4339765



www.seclore.com