

## Why become a DriveLock Partner?

### Many years of experience across a range of vertical markets

- ✖ Founded in 1999, HQ: Munich, Germany
- ✖ 3,000,000 Devices
- ✖ 3,000 Customers in 30 Countries
- ✖ Customer environments with up to 180,000 managed devices



### Next Generation Endpoint Security Platform

- ✖ Made in Germany, without a backdoor
- ✖ Extremely granular environment of Device Control for USB protection
- ✖ Encryption of hard disks, SSD's and USB memory devices
- ✖ Applications and their associated devices can be comprehensively protected
- ✖ Application Control based on integrated Artificial Intelligence with Predictive Whitelisting and Machine Learning functionality
- ✖ Our Endpoint Protection Platform supports various operating systems and devices
- ✖ Solution is available as Security as a Service (SecaaS) or just classic On-Premise

### Enthusiasm, Teamwork, Performance, Customer Orientation, Appreciation and an open Communication with our Partners

- ✖ Global Partner Program covers all partner ecosystems
- ✖ Partner Portal to provide partner program information, marketing and sales tools
- ✖ Competitive and consistent Partner discounts
- ✖ Deal Registration
- ✖ Meaningful Marketing Development Fund (MDF) accrual program to subsidize lead generation
- ✖ DriveLock Sales and Marketing Support
- ✖ Sales and technical Training and Certification Program
- ✖ Advanced Technical Support



## Extract from DriveLock Benefits and Requirements Overview

Partner Level	Distributor	Expert Partner	Professional Partner	Premium Partner	Reseller Partner	Technology Partner
Program & Operations Support	✓	✓	✓	✓	✗	✓
Business Planung / Review	✓	✓	✗	✗	✗	✓
DriveLock Partner Portal Access	✓	✓	✓	✓	✓	✓
Deal Registration	✓	✓	✓	✓	✓	✓
NFR-Licenses	✓	✓	✓	✓	✓	✓
Sales Training	✓	✓	✓	✓	✗	✓
Product Training	✓	✓	✓	✓	✓	✓
Marketing Development Funds (MDF)	✓	✓	✓	✓	✗	✓
Performance Incentives (Partner / Sales Awards, additional MDF)	✓	✓	✓	✓	✗	✓
DriveLock Partner Newsletter	✓	✓	✓	✓	✓	✓
Public Relations Opportunity	✓	✓	✓	✓	✗	✓
Marketing Tools und Brochure	✓	✓	✓	✓	✓	✓
Partner Logo on DriveLock Partner Website	✓	✓	✓	✓	✗	✓
DriveLock Logo on Partner Website	✓	✓	✓	✓	✗	✓
DriveLock Conference Sponsorship, Exhibition	✓	✓	✓	✓	✗	✓
DriveLock Partner Product Advisory Board	by invitation	by invitation	by invitation	by invitation	✗	by invitation
Discount for internal use	✓	✓	✓	✓	✓	✓

## Become a DriveLock Partner

We invite you to join the DriveLock Team as a DriveLock Partner.

Together, we can expand into profitable new markets and acquire new customers.

✗ **Step 1:** Application for Partnership

✗ **Step 2:** Finalizing & Business Planning

✗ **Step 3:** Sales Enablement

✗ **Step 4:** Training & Certification

For more information and to answer your questions please contact [partners@drivelock.com](mailto:partners@drivelock.com).

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August 2019

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