

A nighttime cityscape with a network overlay of blue lines and dots. The city lights are visible in the background, and the network overlay is in the foreground. A large red shape is on the right side of the image.

VERITAS™

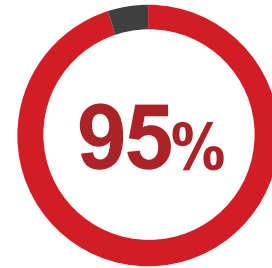
# FY24 Veritas Partner Force Program

April 2023

# Veritas: Industry Leader for 30+ Years

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**17x**  
**LEADER**

Magic Quadrant™  
Leader in  
Enterprise Backup  
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Software Solutions



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Global  
Customers



**20,000+**  
Global  
Partners



**6,000+**  
Employees  
Worldwide



**2,200+**  
Global  
Patents



**2,000+**  
Developers  
Worldwide



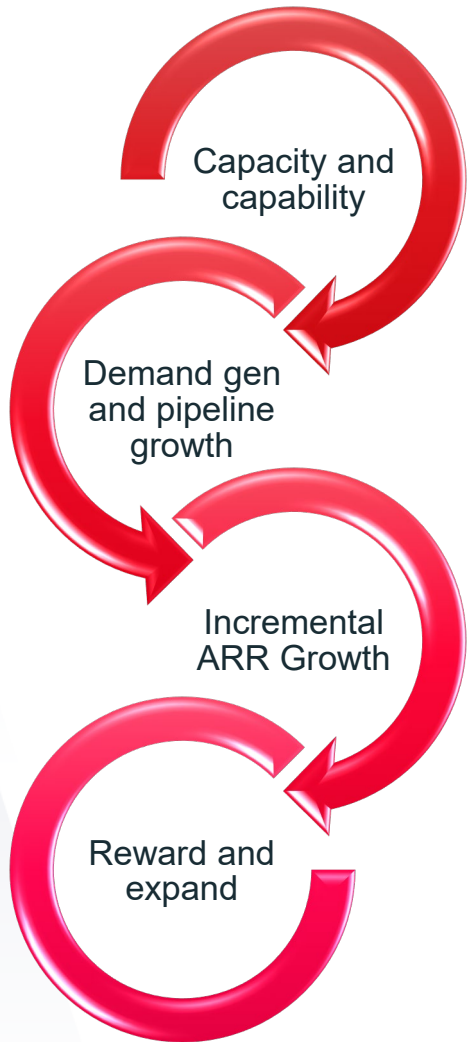
**800+**  
Supported  
Workloads




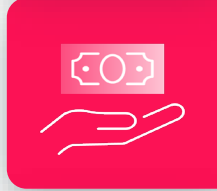



**100+ EB**  
Data Under  
Management

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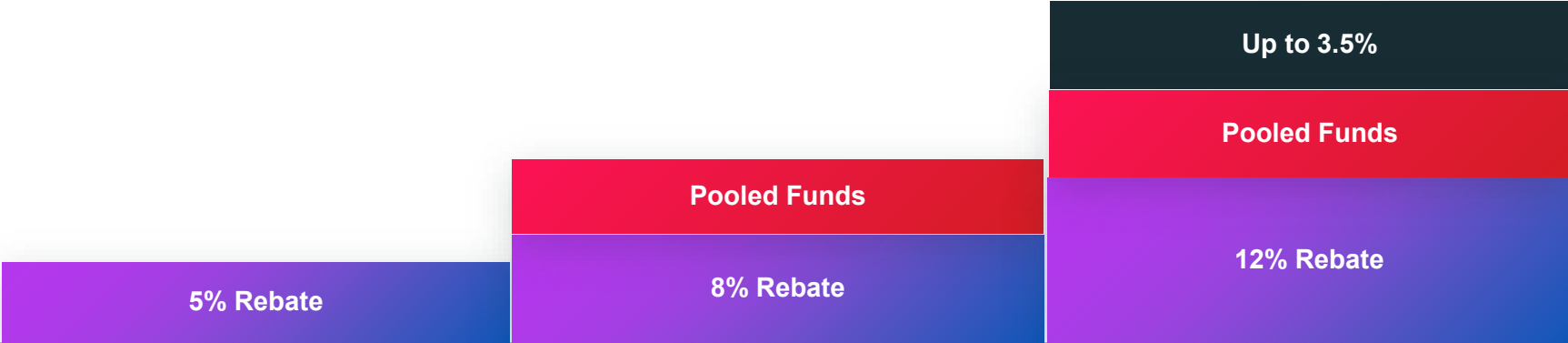
# FY24 Objectives: Global Channel and Alliances



	<b>Drive Overall Revenue Growth</b>	<ul style="list-style-type: none"> <li>• One overall ARR Growth Revenue incentive</li> <li>• One target including New, Renew &amp; Appliances</li> </ul>
	<b>Alta Cloud Growth</b>	<ul style="list-style-type: none"> <li>• Alta Data Protection OR rebate up to 24%*</li> <li>• Alta SaaS &amp; Archiving OR rebate from 6% to 12%</li> </ul>
	<b>Net New Logo</b>	<ul style="list-style-type: none"> <li>• Increase NNL by offering 2x OR Supercharge up to 24%</li> </ul>
	<b>Longtail</b>	<ul style="list-style-type: none"> <li>• 2x OR Longtail Supercharge Rebate up to 24%*</li> </ul>
	<b>Modernize Route to Market</b>	<ul style="list-style-type: none"> <li>• RTM Focused Resource Changes</li> <li>• Design &amp; Fund Program to support MSP</li> <li>• Drive growth in Longtail</li> </ul>

# FY24 VPF Program Financial Benefits by Partner Tier

- Opportunity Registration (OR)
- Veritas Partner Development Fund (VPDF)
- Growth Target Rebate (GTR)



Registered	Silver	Gold	Platinum
Entry Level	Accreditation & Revenue requirement to enter & maintain	Enhanced Accreditation & Revenue requirement to enter & maintain	Enhanced Accreditation & Revenue requirement to enter and maintain
<ul style="list-style-type: none"> <li>• Basic sales, Marketing, &amp; Technical Benefits</li> </ul>	<ul style="list-style-type: none"> <li>• Enhanced sales, marketing, &amp; technical benefits</li> <li>• OR</li> <li>• All Registered tier benefits</li> </ul>	<ul style="list-style-type: none"> <li>• Enhanced OR</li> <li>• Pooled VPDF</li> <li>• All Silver tier benefits</li> </ul>	<ul style="list-style-type: none"> <li>• Increased OR</li> <li>• GTR</li> <li>• RR</li> <li>• All Gold tier benefits</li> </ul>

# FY24 VPF Revenue & Accreditation Program Requirements

	Revenue Requirement by country tier in USD*						Accreditation Requirements*			
	Tier 1	Tier 1a	Tier 2	Tier 2a	Tier 3	Tier 4	VSE		VSE+	
	United States	France, United Kingdom	Canada, China, Germany, Italy, Korea, Spain	Japan, Singapore	Australia, Austria, Belgium, Brazil, Chile, Colombia, Denmark, Finland, Ireland, Israel, Luxembourg, Mexico, Netherlands, Norway, Portugal, Saudi Arabia, South Africa, Sweden, Switzerland, Turkey, United Arab Emirates	All other countries	People	Exams per person	People	Exams per person
<b>Platinum</b>	\$5M	\$3.5M	\$2M	\$1.25M	\$750K	\$500K	5	10	5	5
<b>Gold</b>	\$3M	\$2M	\$500K	\$350K	\$200K	\$125K	3	5	3	5
<b>Silver</b>	\$100K	\$50K	\$50K	\$50K	\$50K	\$10K	2	5	2	5
<b>Registered</b>	-	-	-	-	-	-	-	-	-	-

\* See the FY24 Veritas Partner Force Program Guide for detailed requirements. Separate individuals can complete both the VSE and VSE+ accreditations. For example, five unique individuals can complete 10 VSE exams each and five VSE+ exams each to fulfill the Platinum Partner accreditation requirement; or the same 5 individuals can do both the 10 VSEs each and the 5 VSE+ each.

# Partner Force Program Benefits

Benefit	Key Information
Opportunity Registration (OR)	<ul style="list-style-type: none"> <li>Standard Rebate structure: Platinum 12%, Gold 8%, Silver 5%</li> <li><b>Supercharge Incentives:</b> 2x Rebate for select Veritas Alta Products, Net New Logo &amp; Segment 4 and 5 Accounts* (up to 24%)</li> <li><b>Veritas Alta SaaS &amp; Archiving</b> eligible for Standard Rebate</li> <li>Appliance Hardware: <b>50%</b> of Standard Rebate amount</li> <li>Perpetual license: <b>20%</b> of Standard and Supercharge Incentive Rebates</li> </ul>
Growth Target Rebate (GTR) <i>Platinum Partners</i>	<ul style="list-style-type: none"> <li>One <b>consolidated</b> target: New, Renew &amp; Appliances</li> <li>Rebate up to 3.5% on Qualifying Billings</li> <li>Subscription billings: reverts to standard attainment</li> <li>Perpetual license billings: 20% towards attainment</li> </ul>
VPDF <i>Platinum &amp; Gold Partners</i>	<ul style="list-style-type: none"> <li>Reseller pooled funds for Platinum and Gold Partners</li> <li>Minimum of 15x ROI for VPDF spend</li> </ul>
Margin Builder (MB)	<ul style="list-style-type: none"> <li>Margin Builder platform retired</li> </ul>

# Opportunity Registration Rebates

Partner Tier	Standard <sup>1</sup> Rebate	Veritas Alta <sup>2</sup> Rebate	Net New Logo <sup>3</sup> Rebate	Segments 4-5 <sup>4</sup> Rebate	Appliance Hardware <sup>5</sup> Rebate
Silver	5%	10%	10%	10%	2.5%
Gold	8%	16%	16%	16%	4%
Platinum	12%	24%	24%	24%	6%

**Rebate Information:**

- Rebate amounts shown above are applicable to deals registered, approved, and closed during Veritas' FY24, April 1, 2023, through March 29, 2024
- Perpetual license opportunities is at a reduced rate of **20%** of the Standard Rebate, Net New Logo Rebate, and Segments 4-5 Rebate
- Appliance Hardware is at a reduced rate of **50%** of the Standard Rebate amount.
- Refer to the **Supercharge Incentive Product List** to see qualifying products for the Veritas Alta, Net New Log, and Segments 4-5 Rebates.

*Please review the VPF Program Guide for all rebate details.*

# Opportunity Registration Supercharge Incentive

## Qualifying Products

### Supercharge Incentive Product List

Veritas Partner Force Qualifying/Excluded Supercharge Products.

✓=Included; X=Excluded

Supercharge Incentive Product	Veritas Alta <sup>2</sup> Rebate	Net New Logo <sup>3</sup> Rebate	Segments 4-5 <sup>4</sup> Rebate
Access	X	X	✓
Access Appliance Hardware	X	X	X
Data Insight	X	X	✓
eDiscovery	X	X	✓
Flex	X	X	✓
Flex Appliance	X	X	X
InfoScale Availability	X	X	✓
InfoScale Enterprise	X	X	✓
InfoScale Foundation	X	X	✓
InfoScale Storage	X	X	✓
NetBackup Appliance Hardware	X	X	X
NetBackup Appliance Software	X	✓	✓
NetBackup Data Mover	X	✓	✓
NetBackup Enterprise	X	✓	✓
NetBackup Flex Scale	X	✓	✓
NetBackup IT Analytics	X	✓	✓
NetBackup Recovery Vault	X	✓	✓

Supercharge Incentive Product	Veritas Alta <sup>2</sup> Rebate	Net New Logo <sup>3</sup> Rebate	Segments 4-5 <sup>4</sup> Rebate
NetBackup SaaS Protection	X	X	X
NetBackup Software	X	✓	✓
NetBackup Virtual Appliance	X	X	X
Veritas Alta Analytics	✓	X	✓
Veritas Alta Application Resiliency	✓	X	✓
Veritas Alta Archiving	X	X	X
Veritas Alta Backup as a Service	✓	✓	✓
Veritas Alta Capture	✓	X	✓
Veritas Alta Classification	✓	X	✓
Veritas Alta Data Insight	✓	X	✓
Veritas Alta Data Protection	✓	✓	✓
Veritas Alta eDiscovery	✓	X	✓
Veritas Alta Recovery Vault	✓	✓	✓
Veritas Alta SaaS Protection	X	X	X
Veritas Alta Shared Storage	✓	X	✓
Veritas Alta Surveillance	✓	X	✓
Veritas Alta View	✓	✓	✓

*The rebate amount for perpetual licenses is at a reduced rate of 20% of the Standard Rebate amount and Supercharge Rebate amount.*



# Helpful Resources



- [PartnerNet](#)
- VPF Program Assets:
  - [VPF Program Guide](#)
  - [VPDF Appendix](#)
  - [FY24 Supercharge Incentive Flyer](#)
- Your Partner Account Manager
- Regional Partner Program and Operations Team:
  - AMS: [Partner.AMS@veritas.com](mailto:Partner.AMS@veritas.com)
  - APJ: [channelprograms-apj@veritas.com](mailto:channelprograms-apj@veritas.com)
  - EMEA: [EMEAChannelOperations@veritas.com](mailto:EMEAChannelOperations@veritas.com)

# Thank you