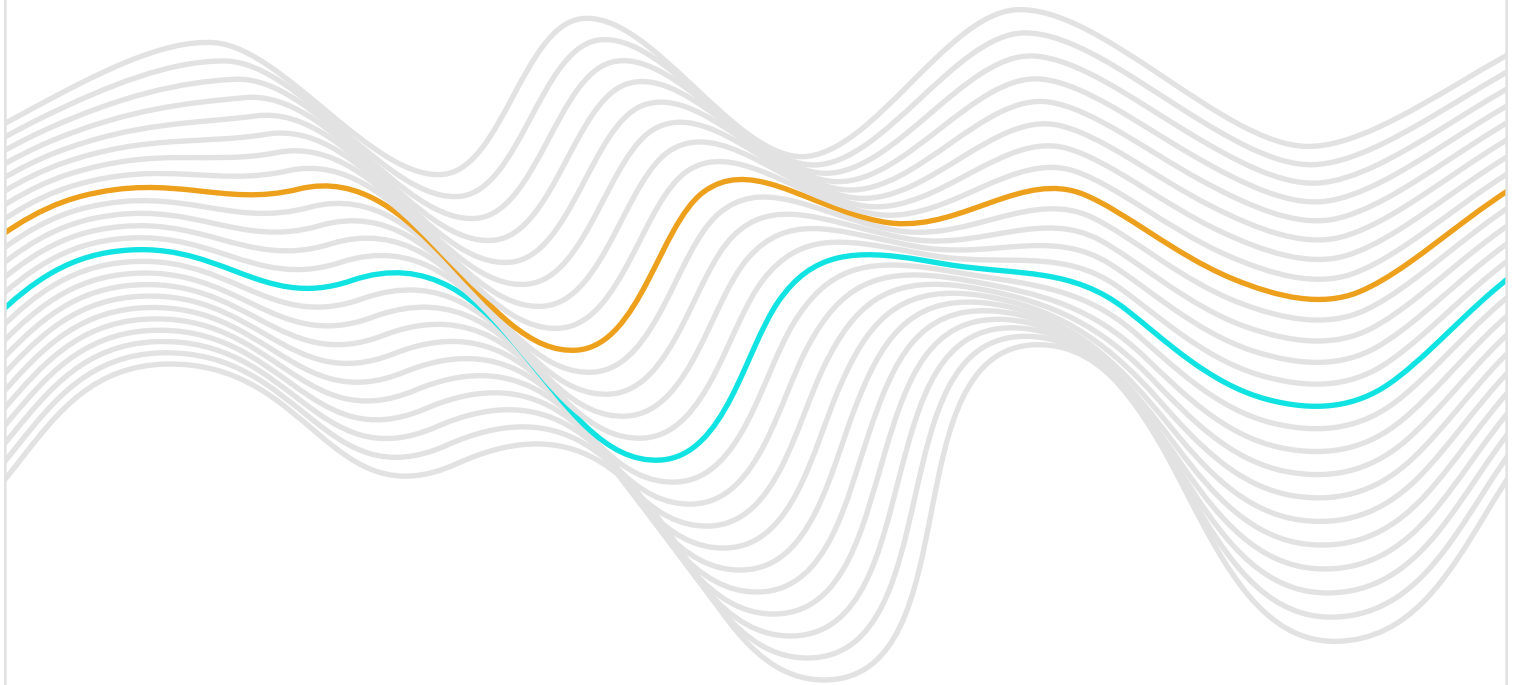




GREYNOISE



# Channel Resale Program

# No Attack Works Twice

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GreyNoise empowers the security teams of enterprises and global governments to act with speed and confidence by providing real-time, verifiable perimeter-based threat intelligence. This allows security teams to reduce noise in security operations, perform in-depth threat hunting campaigns, and focus on the most critical threats to their network.

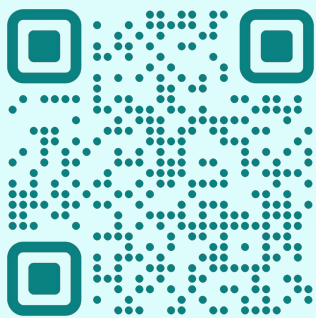
Our patented sensor technology enables us to collect and analyze unique threat data at-scale that no one else can. We provide the most actionable threat intelligence against mass internet scanning and exploitation, so that no attack works twice.

## GreyNoise Channel Resale Program

GreyNoise is committed to developing partnerships with highly focused, security-dedicated channel partners. We value partnering with consultative solution providers to deliver the best results to our mutual customers.

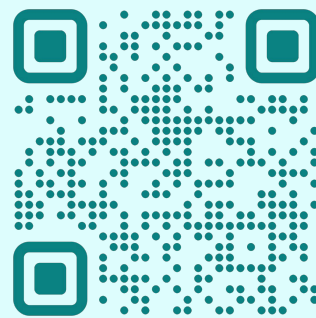
In addition to providing a unique data and automation security solution that is relevant to Incident Response, SOC and Threat Intel teams, GreyNoise has a transparent, simple and profitable, channel sales program.

A generous deal registration and rebate program is at the core of our channel partner program. GreyNoise sales teams also provide all the materials that channel partners will need to engage meaningfully with their customers on the value of GreyNoise to improve analyst efficiency, leverage customer investment in existing technologies, and reduce the overall customer risk landscape.



**Become an authorized GreyNoise Partner**

[greynoise.io/partners](https://greynoise.io/partners)



**Register a Deal**









[greynoise.io/partners/deal-registration](https://greynoise.io/partners/deal-registration)



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# Deal Registration

GreyNoise Deal Registration is available to authorized GreyNoise Commercial and Public Sector partners on any new customer opportunities.

-  Deal Registration is exclusive for one GreyNoise partner only.
-  Standard, authorized, partner discount is 5% off MSRP.
-  Renewals are also eligible for Deal Registration if there is continued activity by the partner in the customer account (upsell, expanded use of GreyNoise, etc.) at a 15% discount from MSRP.
-  Partner must be authorized to resell GreyNoise in the appropriate region.
-  Registration is valid for 90 days from the date of Deal Registration form submission.
-  Within 15 days of the Deal Registration submission the partner is required to set a meeting with the GreyNoise sales team and the prospective customer.
-  Deal Registration is renewable for increments of 30 days thereafter at the discretion of GreyNoise sales and partner team.
-  Deal Registration discounts are for standard pricing. On any Non-standard pricing GreyNoise will still only award one partner Deal Registration and the GreyNoise sales team will work with them on the non-standard discounts directly.

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## Rebate Program

GreyNoise commits to our partners with Deal Registration! If, for any reason, a PO cannot be issued to a partner with Deal Registration, GreyNoise will issue a rebate check for the difference between Registered pricing and the cost to contract the opportunity (e.g. through another distribution channel or contract vehicle) to the registered partner within 30 days of receiving payment.

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## NFR License

GreyNoise will provide all authorized partners with one copy of GreyNoise, not-for-resale or derived product, to be used in their own internal networks for training and demo purposes, as well as to protect their own infrastructure.



# Incentive Program

GreyNoise Incentive Program is available to any reseller, technology or referral partner! The Incentive Program is available for one partner per opportunity only.

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## What is required?

Introduce GreyNoise to a qualified opportunity! That's it to start earning rewards!

After a meeting with the customer and the GreyNoise territory representative, receive a \$2,000 Prepaid Gift Card directly to the registered partner representative.

This program applies to sales, sales engineering, security architects, consultants and customer experience individuals.

### Qualified opportunities are:

-  With customers new to GreyNoise
  -  With customer who speak with a GreyNoise sales rep and agree to move forward
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## Further Rewards!

If the customer makes a purchase of a one-year GreyNoise subscription, the individual can earn an additional \$4,000 Prepaid Gift Card for a deal that is \$50,000 or more annual recurring revenue to GreyNoise

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## Other Requirements

Individuals must be able to receive a Prepaid Gift Card in US Dollars. Not be prohibited by current employer, state, federal or local laws.

