



Centrify Alliance Partner Referral Program

The Centrify Alliance Partner Referral Program provides generous rewards in return for referring sales opportunities to Centrify. If you are not a formal Centrify alliance partner, you can participate in the Centrify Referral Program without a contract as long as you like. Or, you may find this an easy way to begin engaging with Centrify while in the process of applying to become a member of our [CAPP \(Centrify Alliance Partner Program\)](#).

The Benefits of Working with Centrify

It's Easy — and Rewarding

There are no fees, no long-term agreements to sign, and no prerequisites, such as completing training classes. Just register qualified Centrify sales opportunities through our [Alliance Partner Referral Program Registration Form](#) and receive a \$100 VISA gift card per opportunity as an incentive. Plus, if the qualified opportunity closes, you will receive a check from Centrify for 10% of the first year subscription revenue from this opportunity!

Requirements: How the Centrify Alliance Partner Referral Program Works

The core requirement is that you facilitate a meeting between Centrify and a prospective organization that has expressed interest in Centrify's Identity Management Solutions.

- A qualified opportunity is a registered opportunity that has met the following requirements:
 - Prospective organization must show interest in and be a fit for Centrify based on one or more of the following criteria:
 - Prospect is interested in unified enterprise identity management and auditing for on-premises and cloud-based Windows, Linux, and UNIX servers
 - Prospect has deployed or are deploying cloud applications and have a need for secure single sign-on to their cloud applications
 - Prospect wants to provide users with a single Active Directory login to access all of their on-premises business applications, including SAP, Apache and J2EE/Java web applications, and DB2 and Oracle databases.
 - Prospect has a need for Active Directory-based identity management for mobile devices, Mac endpoints or SaaS apps
 - Prospect is interested in deploying a cloud directory for identity management to SaaS applications
 - Prospect is interested in centralized security and management for Macs and mobile devices
- Opportunity is net new to Centrify
- Registration is for net new opportunities and reawakening inactive opportunities over one year old
- Affiliate Partner must facilitate a qualified meeting with the right IT contacts at the prospective organization (IT Director, IT Admin, Active Directory Manager)
- All opportunities are validated by a Centrify Sales Representative to determine qualifications are met

Getting Started

- Have the full contact details — name, email address, phone number, and office address — for a specific person we need to work with at the prospective customer
- Be prepared to work with Centrifly by phone or by email to facilitate a face-to-face or an online meeting between us and the prospect
- With this information about the company and the contact person in hand, use the online [Referral Registration form](#) to submit these details
- We will be in touch within two business days to discuss the registration
- If we confirm the registered opportunity meets the qualifications outlined above (including a meeting with the right contacts), you will receive a \$100 Visa gift card with the additional opportunity to receive 10% of the first year's Centrifly product subscription value.
- The Bigger the Opportunity, the Bigger the Benefit!

Terms:

- The opportunity must close within one year of the referral date
- Referee gets 10% of the first invoicing of the Centrifly product subscription value with a maximum payout of \$2,000.00. The 10% incentive payment will be connected to the initial customer billing, not to exceed one-year value.
- Only referrals for opportunities in North America will be accepted at this time
- The referral opportunity must meet the requirements of a Centrifly qualified opportunity as defined above and confirmed as a result of the initial meeting.
- Payment will be made upon receipt of payment from the prospective organization

Contact Us

To learn more about becoming a Centrifly Alliance Partner, email us at partners@centrifly.com.

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