

ALLIANCES REFERRAL PROGRAM DESCRIPTION

Centrify Alliance Referral Rewards

Cashing in on Referral Rewards

Simply submit referrals using the short and simple [Centrify Alliance Referral Rewards web form](#) to Participate in the following gift card rewards:

- \$25 FastStart bonus for your first submission that is a qualified prospect to show how easy it is
- \$100 Opportunity Reward for every submission that becomes a sales qualified opportunity within 6 months
- 10% of the first invoicing for the Centrify product subscription for referrals that lead to a sale (not to exceed one-year service billing or \$2000 payout, and processed upon customer payment)

No requirements for partnership contract, fees or training

The Centrify Alliance Referral Rewards (CARR) program offers generous rewards for referring sales opportunities to Centrify. You can participate without a partner contract and this can be an easy way to engage with Centrify while in the process of applying to the [Centrify Alliance Partner Program](#) (CAPP). There are no fees, no long-term agreements, and no prerequisites – such as completing training classes.

Qualifications

The core requirement is that you (referrer) facilitate a meeting between Centrify and a prospective organization in North America that has expressed interest in Centrify's Identity Management Solutions. All referrals are validated by Centrify Sales to determine if the qualifications are met.

Qualified Prospect: \$25 gift card

- Appropriate contact with influence on this type of purchase (IT Director, IT Admin, Active Directory Manager...)
- Have the full contact details for a specific person — name, title, email, address, phone and office address
- Opportunity is net new to Centrify or has been inactive over one year
- Contact has interest in capabilities Centrify Identity Services offers (see qualifying guidelines below)
- Submission meeting core and prospect requirements is received by June 30, 2015

Qualified Opportunity: \$100 Visa gift card

- All core and suspect qualifications met, except June 30, 2015 time limit
- Referral progresses to a Centrify Identity Services Sales qualified opportunity within 6 months

Sale: 10% of the first invoicing for the Centrify product subscription via Visa gift card (see details above)

- All core and prospect qualifications met, except June 30, 2015 time limit
- Referral progresses to a Centrify Identity Services closed sale within 1 year

Process:

1. Submit referral using the brief [Centrify Alliance Referral Rewards web form](#)
2. Centrify will contact the referrer to discuss the information and arrange a face-to-face, online or phone meeting between a Centrify sales representative and the prospect.
3. Rewards will be processed when a referral achieves an award qualification above
4. A W9 tax information form will be sent when required (typically \$100 or higher value) and the recipient of the reward must return the completed W9 within 45 days for payment processing to be completed.

Qualifying Guidelines

As a guide for qualifying a contact, there should be interest in one or more of the following:

- Secure single sign-on for cloud applications deployed or to be deployed
- Deploying a cloud directory for identity management to SaaS applications
- Centralized security and management for Macs and mobile devices
- Unified enterprise identity management and auditing for on-premises and/or cloud-based Windows, Linux, and UNIX servers
- Providing a single Active Directory login for users to access all their on-premises applications, including SAP, Apache and J2EE/Java web applications, and DB2 and Oracle databases
- Needs Active Directory-based identity management for mobile devices, Mac endpoints and/or SaaS/cloud apps

Program Updates and Additional Information

Watch for new rewards you can cash in on by re-visiting [Centrify Alliance Referral Rewards web form](#). Centrify may modify or terminate this program at any time. To learn more about Centrify alliances and becoming a Partner, email us at alliances@centrify.com.

Contact Centrify

Centrify provides unified identity management across data center, cloud and mobile environments that result in single sign-on (SSO) for users and a simplified identity infrastructure for IT. Centrify's unified identity management software and cloud-based Identity-as-a-Service (IDaaS) solutions leverage an organization's existing identity infrastructure to enable single sign-on, multi-factor authentication, privileged identity management, auditing for compliance and enterprise mobility management.

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