



# Win with Veritas Partner Force

Veritas™ Partner Force (VPF) is based on rewarding our partners' capability, commitment and growth. Veritas continues to make investments in the VPF to provide our partners with enhanced performance-based benefits and financial rewards.

Our VPF Program is specifically designed to reward and drive profitability for strategic partners who are investing in new enterprise business growth with Veritas.

## VPF Program Structure

Partners accepted into the **VPF Program** become eligible for deeper benefits as they advance through the Partner tiers by meeting a combination of accreditation and revenue requirements:

- **Registered:** Program entry level with no requirements.
- **Silver:** Silver accreditation requirement & revenue requirement to achieve & maintain tier.
- **Gold:** Gold accreditation requirement & increased revenue requirement to achieve & maintain tier.
- **Platinum:** Platinum accreditation requirement & increased revenue requirement to achieve & maintain tier.

Visit [PartnerNet](#) for more details.

# VPF Program Financial Benefits<sup>1</sup>

Earn more rewards, retain more customers, expand your market footprint and grow your business with Veritas' transactional and strategic performance-based financial benefits.



## Margin Builder

Registered, Silver, Gold, and Platinum tier partners can earn a front-end discount on commercial mid-market business opportunities with Margin Builder. To qualify, you must register your opportunity in the Margin Builder portal. The registration process takes less than two minutes to complete, making it quick and easy to register your opportunities.

Visit the [Margin Builder Page](#) on [PartnerNet](#) for more information.



## Opportunity Registration

Opportunity Registration is available to Silver, Gold, and Platinum tier partners and provides rebates for active identification, development, and closure of new and incremental sales opportunities on qualifying Veritas products. Learn more about the program requirements, limitations & exclusions on the [Opportunity Registration page](#) on [PartnerNet](#).



## Veritas Partner Development Funds

[Veritas Partner Development Funds \(VPDF\)](#) are proposal-based funds available to Gold and Platinum Partners to support eligible Veritas business and marketing activities empowering growth in our mutual enterprise business.

To learn more & begin developing a joint marketing plan, speak to your Veritas Partner Success Manager or visit [PartnerNet](#)



## Growth Target Rebate

The [Growth Target Rebate \(GTR\)](#) benefit is designed to reward eligible Platinum partners for their achievement of Veritas-defined quarterly growth targets.



## On-Time Renewal Rebate

The [On-Time Renewal Rebate \(OTRR\)](#) benefit rewards eligible Platinum partners for qualifying quarterly achievement of on-time in quarter software and appliance maintenance renewals.

## Key Marketing Resources to Help Grow Your Pipeline

**As a Veritas partner, you have access to digital and demand generation marketing tools designed to help grow and transform your business success – whatever stage your customers and prospects are at in their journey with you.**

And the best news is, it's FREE for Veritas partners.

**Veritas Partner Marketing Center** – access campaign content and assets, with sales plays to help guide you.

Simply personalize the assets with your logo & contact details and you have ready-to-go email campaigns & landing pages.

Get started today at [www.veritaspmc.com](http://www.veritaspmc.com)

## Find out more

For more information on the VPF Program, please visit [PartnerNet](#).

For the latest on Veritas Marketing Campaigns, please visit: [Veritas Partner Marketing Center](#)

Questions? Contact your Partner Success Manager or [regional Partner Program Operations team](#).

<sup>1</sup>Benefits are subject to applicable Partner Program requirements, terms and conditions. Please see PartnerNet and the VPF Program Guide for further details.