

**VERITAS™**  
Partner Force



**VERITAS® PARTNER FORCE  
PROGRAM FLYER**

**Rewarding Capability, Commitment & Growth**

# WIN WITH VERITAS PARTNER FORCE

## Rewarding Capability, Commitment & Growth

Veritas Partner Force (VPF) is based on rewarding our partners' capability, commitment and growth. The program offers you enhanced performance-based benefits and financial rewards, as well as sales and marketing tools to support you throughout the sales-cycle and enable you to build a predictable revenue stream for your business.

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

## Transactional Benefits<sup>1</sup>



### Margin Builder

Registered, Silver, Gold, and Platinum tier partners can earn a front end discount on SMB deals 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 small business 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 discounts or rebates to you for actively identifying, developing and closing incremental sales opportunities on qualifying products. Learn more about the program requirements, limitations and exclusions on the [Opportunity Registration page](#) on [PartnerNet](#).

## Strategic Benefits

Grow your business to be eligible for more strategic benefits and earn more, with predictably. These benefits are for Platinum and Gold partners who have attained Expert Competency level.



### Veritas Partner Development Funds (VPDF)

Accrual or proposal-based development funds are available to Veritas Gold and Platinum tier Partners with Expert Competency designations. The funds will help you, as one of Veritas's most strategic channel partners, in growing your Veritas business through marketing and business development activities.

To learn more and begin developing a joint marketing plan, speak to your Veritas Partner Success Manager.



### Growth Accelerator Rebate (GAR)

You can earn growth rebates by exceeding revenue targets for Veritas defined eligible new business.

To find out how you can earn more, speak to your Veritas Partner Success Manager.

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

## Veritas Partner Enablement. It's simple. It's for you.

Our enablement program offers a plan to build your teams skills and grow your business; and our Competencies allow you to clearly communicate your specific Principal or Expert status.

The three stages of our Partner Enablement Framework provide tools and resources to make it easy for you to sell more and make more money. For more information please see the [Training page](#) on PartnerNet.

EXPLORE	ENABLE	EMPOWER
We want to make sure you're in prime position to sell Veritas with confidence – through market intelligence, conferences and events; that take you through all the opportunities, solutions and programs.	We help you develop competency in selling Veritas. From IT basics to in-depth resources and training for both sales and technical, we help you develop the expertise to drive sales as a trusted Veritas advisor to your customers.	Get the support you need to sell Veritas. From relevant marketing resources to selling tools that help guide your buyers through the decision-making journey. You'll be as ready as possible to sell Veritas, no matter the circumstance.

## Valuable Sales and Marketing Intelligence



### Sales and Partner Playbook

The Veritas Sales and Partner Playbooks is a mobile enablement tool that provides our own sales teams and our partners with access anywhere and anytime to enable effective conversations & sell to different customer personas.

To download, visit the [Sales and Marketing page](#) on PartnerNet.



### Veritas Market Opportunity Guide and Strategy and Solution Matrix

Download the Veritas Market Opportunity Guide and Veritas Strategy and Solution Matrix to get up to speed with the latest market trends and business opportunities. Gain valuable insight into the total addressable market for each solution area across your region both today, and projected into the future. This will enable you to plan what to sell and where your business will win with Veritas.

Download now from the [Sales and Marketing page](#) on PartnerNet



### The Veritas Grid

Veritas offers a marketing service that multiplies your leads and turns them into qualified opportunities.

The Veritas Grid is an online marketing tool enabling you to easily create email marketing campaigns—with YOUR logo and contact details to generate YOUR leads.

With over 2,500 leads and a growing pipeline in excess of \$9.5 million US dollars, partners are turning to the Veritas Grid for channel-ready demand generation campaigns.

See the campaigns at: <https://veritas.elasticgrid.com/>



Our Grid Marketing Specialists act as extensions of your marketing team. We can assist you to set up a Grid campaign, add your company details and resources, help execute it and conduct lead follow-up. Contact our Grid Marketing Specialist team at [enquiries@elasticgrid.com](mailto:enquiries@elasticgrid.com)

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

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

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