

# Strengthening Online Trust for Small Business. One Partner at a Time.

“ When IT Matters joined the AuthAnvil Partner Program we experienced immediate value; not only were we able to secure our own network and provide our clients with better service, we were also able to provide them with a critical business need, the need to secure their remote access in today’s global economy and flat world. ”

- Stuart Crawford, IT Matters – *Partner testimonial*

## Introduction

AuthAnvil enhances online trust and enables secure remote access to protected corporate information assets by offering the ability to reliably prove user identities through the use of two-factor authentication. It's easy to sell to qualified buyers and is just as straightforward to price, deliver and install. AuthAnvil represents an opportunity for our partners to deliver more effective logon security while generating more profits to their company's bottom line.

## Program Summary

	Authorized Reseller	Certified Partner	Protected Solution
<b>Financial Incentives</b>			
Product Discounts	20% off MSRP	20% off MSRP	20% off MSRP
Cooperative marketing funds		•	•
Lead referrals	•	•	
Free renewal subscriptions		•	•
<b>Business Requirements</b>			
Purchase a minimum of 10 tokens	•	•	
Deploy AuthAnvil internally	•	•	
Quarterly volume commitments		•	
Quarterly business review		•	•
<b>Marketing Support</b>			
Marketing collateral	•	•	•
Event sponsorship		•	
Marketing Activities	As available	Monthly	As available
<b>Service and Support</b>			
Online case management and chat	•	•	•
Premium call back technical support		•	
Developer support and sample code			•



# AuthAnvil Partner Program - Benefits

Benefit	Channel Partner Level		
	Authorized Reseller	Certified Partner	Solution Partner
<b>Enable</b>			
Access to HOWTO videos and screencasts	•	•	•
Instructor led online technical training	•	•	•
Instructor led online sales training		•	
Development Kit (includes 2 tokens)			•
Free internal subscription renewals		• <sub>1</sub>	• <sub>1</sub>
<b>Support</b>			
Online technical information and FAQs	•	•	•
Online case management and Live Chat	•	•	•
Premium call back technical support		•	
Access and support to Web Service APIs			•
Product Beta Early Access Program	•	•	•
<b>Sell</b>			
Eligible to use Scorpion Software pre-sales during sales process		•	•
Eligible for partner pricing (20% off MSRP)	•	•	•
Lead referrals	• <sub>2</sub>	•	
Subscription renewal referrals		•	
Advanced product information		•	•
<b>Market</b>			
Access to marketing materials	•	•	•
Eligible for cooperative marketing funds		• <sub>3</sub>	• <sub>3</sub>
Use of Authorized Reseller Logo	•		
Use of Certified Partner Logo		•	
Use of Protected Solution Logo			•

1. Number of subscription renewals allotted based on partnership agreement in good standings.
2. Subject to active participation in the AuthAnvil Reseller programs.
3. Subject to resource availability. May be subject to additional participation requirements.





## Requirements - Authorized Reseller

- Follow the instructions on becoming a reseller at: <http://www.scorpionsoft.com/company/becomeapartner/>
- Purchase a minimum of 10 tokens with subscriptions.
- Deploy and maintain AuthAnvil in your own organization.

**NOTE:** Not all 10 tokens have to be used internally. You are free to resell those tokens to future customers. We also recommend you keep one or two tokens in inventory in case of loss, theft or damage.



## Requirements - Certified Partner

- Already be an Authorized Reseller for at least 3 months.
- Maintain minimum sales volume commitments of at least 50 tokens per quarter, or achieve strategic marketing and/or sales goals as agreed upon with Scorpion Software.
- Complete sales and marketing training.



## Requirements - Protected Solution

- Have an application that provides AuthAnvil authentication support, or have documented guidance on how to use an existing AuthAnvil agent to provide authentication support. If being done through SAML, you must include a SAML v2 metadata file.
- Provide a demo license of your application to Scorpion Software to be used in our testing LAB. In the case of hosted applications please contact Scorpion Software.
- Have integration testing completed by Scorpion Software.

## Strengthen Online Trust for Your Clients. Partner With Us Today!

Hundreds of partners worldwide already leverage the AuthAnvil Partner Program to provide strong authentication and identity assurance for their small business customers when using secure, on-demand access to their most critical business resources with Windows Essential Server Solutions. We encourage you to check it out for yourself. Reduce your client's remote access risk while turning their toughest access challenges into their biggest business advantage.

Become their trusted advisor for authentication and deliver a cost effective solution which is easy to sell, deploy and manage. Want to learn more. Come talk to us at [www.scorpionsoft.com/lets-talk/](http://www.scorpionsoft.com/lets-talk/).

