

## Global Systems Integrator and Systems Outsourcer (GSI/SO) Route-to-Market

### Overview

**The Forcepoint Global Systems Integrator and Systems Outsourcer (SI/SO) Offering is designed to engage Partners who have significant services capability around security technologies.**

### Eligibility

- Membership is by invitation only
- Must sign the Forcepoint Global Partner Agreement (CPPA) as well as the Global SI/SO Partner Addendum or similar agreement to be mutually agreed upon.
- Must be willing to have Forcepoint trained and certified staff to participate

### Annual Partner Performance

Partner Levels are based upon annual performance. Reviews will be held annually, in the first quarter of Forcepoint's fiscal year (January – March).

### Global SI/SO Business Models

Forcepoint recognizes three SI/SO engagement models, by opportunity type, outlined below:

- Influencer
- Reseller
- Managed Service Provider (MSP)

### Forcepoint Influencer

Ability to introduce Forcepoint to SI/SO customers and/or projects and work closely together for successful deal closure. In this model, Partners are introducing customers to Forcepoint Solutions, and Forcepoint is generating a services and implementation opportunity for GSI Partner Professional Services. In this model, the GSI/SO may or may not be transacting the software sale.

Under the Influencer model:

- Both parties agree to work with each other to develop joint business in the account or project.
- Develop a Joint Account Plan, work closely with Forcepoint account teams, and help the GSI/SO account teams develop a Services SOW for the client.
- Conduct regular Business Reviews, as appropriate

### Forcepoint Reseller

Global SI/SO Partners working with customers from solution discovery to closing the opportunity are eligible for the following Reseller benefits:

- SI/SO Resellers will be treated at the Titanium Reseller partner level
- \$25,000 minimum deal size required (in terms of Net New Forcepoint business) to count towards Reseller partner level
- Maintain Titanium requirements under the Forcepoint Global Partner Program (GPP). Evaluations will be conducted annually based on full year results
- Ability to participate in Deal Registration for their active resale opportunities
- Develop and activate a Joint Business Plan with Forcepoint

- Conduct regular Business Reviews
- Both parties nominate a senior-level executive to serve as Sponsor of the Partnership and participate in regular reviews.

### Discount

SI/SO Resellers are eligible to receive the Forcepoint Standard Partner discounts through Distribution.

### Deal Registration

SI/SO Resellers are eligible for Deal Registration when they are transacting a deal, at the rate of 30% (as long as they maintain a Titanium-level with Forcepoint)

### Forcepoint Managed Security Services Provider (MSSP)

Ability to engage with Forcepoint as an MSSP for customers who seek a managed service.

- Must enroll in the FP MSSP Program to transact as an MSSP Partner
- Must have an established, active MSSP business
- Engage in regular Business Reviews

### Program Benefits and Incentives

#### NFR Key and Lab or Trial Licenses

Forcepoint offers its GSI/SO Partners hardware and software subscriptions at a discounted cost, that is product specific.

Please refer to the [Forcepoint NFR Key and License Request](#) form to review eligible products, pricing, and instructions to submit the request.

#### PS2 Offering Participation

Professional Services Partner Success offering (PS<sup>2</sup>) is a unique, powerful, and innovative plan designed to equip Partners to build, sell, and grow their services business

- [Practice Development](#)  
Forcepoint will actively work with you to build a Forcepoint Services Practice. Assist with staff expansion and support for new product offerings and integrations.
- [Free Forcepoint Scoping Support Services](#)  
Forcepoint will assist to scope your opportunities for all products.
- [Reduced rates to purchase a bank of support hours](#)  
Opportunity to resell the support hours to your customers to increase your profit potential. Purchase additional hours, to add services to existing projects with the ability to also move hours to new projects.
- [Execute one or multiple Projects and Activities](#)  
Project support including Product Management, engineering, or internal and external training.
- [Training Summits](#)  
Participate in exclusive Forcepoint Professional Service Quarterly Training Summits

#### Product Training Credits

Global SI/SO partners are eligible for free product training seats every year. Some limitations may apply. Please work with your Forcepoint Alliance Manager to enroll.

#### Market Development Funds (MDF)

SI/SO Resellers are eligible for DF, receiving 3% on Net-New Bookings. Please refer to the [Forcepoint MDF Overview](#) for full program details.

Global SI/SO Benefits Summary			
NFR Key	Discounted Rate	Partner Locator	Reseller Model Only
Development Funds	Reseller Model Only	Demo Support	✓
Product Training Credits	10 Free seats annually	FP Cyber Institute Access	✓
FAST, Portal Access	✓	GPP Standard Discount	Reseller Model Only
Go4Labs Eligibility	✓	GPP Deal Registration	Reseller Model Only
PS2 Offering Eligibility	✓		
ASP Program Eligibility	✓		

## Glossary

**Partner in good standing:** a Partner who has accepted the terms of the Forcepoint Global Partner Program Agreement, has fulfilled all the requirements of their Level on a timely basis, is not past due on payments to Distributor and/or Forcepoint and has a consistent on-time renewal rate.

**Net New Bookings:** is defined as the non-cancellable, non-refundable sale of Forcepoint software solutions into a customer who has not purchased Forcepoint solutions before, or the Upselling of solutions into an existing customer or the Cross-selling of solutions into an existing customer, all as recognized by Forcepoint. Upsell is the selling of additional subscriptions to a customer who has previously purchased the same solution(s). Cross-sell is the selling of a Forcepoint solution to an existing customer who has not purchased that solution before.

**Account Registration:** is defined as the offer to work closely with Forcepoint in a defined Global 2000 type of account and/or a defined project within such an account. By registering such an account with Forcepoint, GSI/SO Partner agrees to work with Forcepoint exclusively to introduce Forcepoint products into said account and/or project over a period of 24 months. Forcepoint registers the GSI/SO partner with said account and agrees to work closely with said partner on the registered account and/or opportunity.

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## Partner Resources

- Visit [FAST](#), Forcepoint's Partner Portal
- Need a Login? [Submit a New User Request](#)
- Reach out to your Channel Account Manager or [Partner@Forcepoint.com](mailto:Partner@Forcepoint.com) for further questions or inquiries you may have