

avast!

Channel Partner Program

The AVAST Channel Partner Program provides our business partners with the possibility to drive growth and profitability. We specialize in securing and supporting SMBs. Our Partner Program provides you with a portfolio of benefits that depend on your partnership level.

BENEFITS

- **Reseller margin** - we offer a competitive margin structure depending on certification level.
- **Promoting AVAST resellers** - once you become our business partner, we place your company logo in our partner locator and for chosen resellers we offer an individual domain and can also provide you with special marketing funds.
- **Sales and project support** - we want to help you increase your company growth, so we offer avast! promotions, special incentive programs, Not-For-Resale programs, and leads from AVAST.
- **Technical support** - dedicated support team, to help you resolve technical issues and answer your pre-sale questions
- **Trainings** - we offer sales and technical trainings to our partners via our web-based platform avast! Partner Academy.
- **Transparent communication** - we want to keep close communication with our partners and make sure that all resellers have latest updates on the AVAST business channel. We provide all partners with a newsletter and invite them to a closed reseller community on Google+, where we exchange information and share experiences.

BENEFIT	Authorized	Silver	Gold
Welcome kit	✓	✓	✓
Marketing Funds			5%
Listing on avast.com website	Region based	✓	✓
Individual avast Partner domain			Invitation based
Partner Newsletter	✓	✓	✓
Invite to Annual Partner meeting			✓
Sales/Project support	Reseller's help desk	Dedicated Account Manager	Dedicated Account Manager
Technical Support	✓	✓	Priority support
Not-for-resale program		✓	✓
Volume incentive program			✓
Leads			✓
avast! Partner Academy (eLearning Platform)	Invitation based	✓	✓
Quarterly Business Review			✓

CERTIFICATION LEVEL	Required annual sales target	Required certificates	Required Sales Certificate	Required Technical Certificate
Gold	50 k USD	Yes	Sales Expert	Min. Security Specialist
Silver	No	Yes	Min. Sales Specialist	No
Authorized	No	No	No	No

NEED HELP?

If you have any questions, ideas or suggestions, please do not hesitate to contact us on reseller@avast.com.

Thank you for your interest in avast! solutions.

Best regards,
The avast! team



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