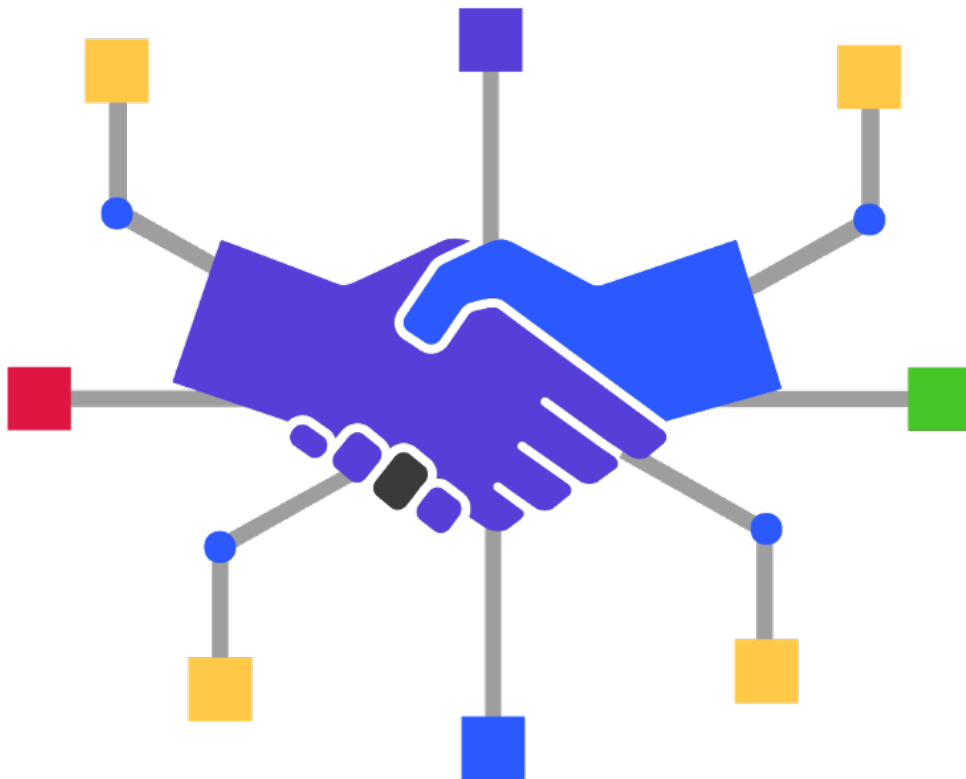
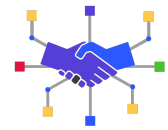


Netenrich MSP Partner Program Overview

Drive higher margins and competitive advantage
with Resolution Intelligence Cloud™





Netenrich MSP Partner Program Overview

Drive higher margins and competitive advantage with Resolution Intelligence Cloud

Netenrich is committed to your success. Resolution Intelligence Cloud is our native-cloud platform, designed to automate and streamline digital ops with AIOps while delivering comprehensive observability across all environments. The result? More effective monitoring and troubleshooting at scale.

But Resolution Intelligence Cloud does much more than reduce and prioritize alerts. Taking advantage of its real-time data analytics and reporting capabilities, you can look across your entire customer set to identify process inefficiencies and vulnerabilities that may be eroding overall satisfaction and as a consequence, your margins. Moreover, the same platform offers a unique opportunity to expand your business into security.

Our goal: To help you improve and grow your business by enabling you to unify log data into a single unified view; curb tool sprawl; and tap into the power of automation. With Resolution Intelligence Cloud, you'll spend less time on repetitive, routine tasks so you can focus on resolving customers' critical issues faster with extensive context. Plus, you can develop and own your own innovative IP: create your own rules, automations, and more.

Why partner with Netenrich?

Partner Program

- Competitive, flexible pricing
- Unlimited data ingestion without penalty

Innovative technology at scale

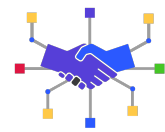
- Cloud-native data analytics platform
- Unified operational view
- Fewer tools, more automation
- Modern NOC workbenches with real-time, multitenant dashboards

Differentiate your offerings

- Hundreds of pre-built automations speed time to value and improve operational performance
- Security capabilities pre-empt competitor "flanking" and enable business expansion

Your success is our success

- Product training / onboarding / co-marketing support
- Partner portal with resource kits to grow revenue



Working and winning together

Expand your market

Resolution Intelligence Cloud is a new, data-driven approach to help you modernize digital operations and grow your business.

As part of the Netenrich MSP Partner Program, we offer product training and onboarding assistance to speed time to market as well as co-marketing support to help boost demand and turn leads into sales. With our program, you can also take advantage of hyper-growth opportunities through Google Marketplace and Google Cloud Platform.

Enhance capabilities and services

Resolution Intelligence Cloud allows you to ingest, normalize, and categorize data and telemetry from across all standard categories, including application, cloud, compute, network, and security. Using its correlation and auto-validation capabilities, you can become more proactive at finding issues and prioritizing response to minimize business impact. You can also use the platform's auto-diagnostics, triage, and auto-resolution capabilities to bring further context and speed resolution.

The platform allows you to align your operations model to data for objective decision-making and optimization. Its multitenant architecture lets you see data in aggregate across customers and departments to increase efficiency and reduce silos. With the insights and data at your fingertips, you can know immediately when something could be amiss, so you can fix it fast.



With Resolution Intelligence Cloud, you can improve your capabilities and services by:

- **Working from a unified operational view.** See and manage all your data — from on-premises, private/public/hybrid clouds — in one place thanks to unlimited, no-penalty data ingestion
- **Leveraging a rich library of automations.** Resolution Intelligence Cloud offers a robust library of built-in process automations not only to speed AIOps deployment and time to value, but also kickstart your own IP innovation.
- **Reducing noise by 90% with AIOps.** Be more proactive with a platform that correlates related alerts from multiple sources and identifies which situations warrant attention — often before incidents occur.
- **Seeing network impact on user experience.** Use built-in multivendor network monitoring templates to track key network metrics — traffic, latency, bandwidth utilization, performance, and more — that impact performance for your users.
- **Outflanking “security” flankers.** Leverage the platform's ability to strengthen security postures while preventing competitive, security-minded MSPs from getting a foot in the door — and later, moving in on your digital ops business.



MSP Program Requirements: At a Glance

As an MSP partner, you're eligible to receive the following benefits based on partner program level:

CRITERIA	Program Element	Elite	Elite Plus	
	Partnership			
	Revenue target	< \$1M	> \$1M	
	Certifications	2 Sales 2 Pre-Sales	4 Sales 4 Pre-Sales	

BENEFITS	Program Element	Elite	Elite Plus	
	Partnership			
	Dedicated Partner Success Manager and Account Team	✓	✓	
	Access to partner portal	✓	✓	
	Access to deal registration	✓	✓	
	Field sales engagement & support (pre + post)	✓	✓	
	Complimentary NFR access to Resolution Intelligence Cloud for internal use	✓	✓	
	Sales Enablement			
	Partner newsletter	✓	✓	
	Sales and technical training	✓	✓	
	On-site partnership launch training		✓	
	Lead sharing		✓	
	Marketing			
	Access to market development funds (MDF)	\$5,000/year	\$10,000/year	
	Marketing campaigns & lead generation programs	2/year	4/year	
	Marketing planning		✓	
	Custom concierge services		✓	

About Netenrich

Netenrich boosts the effectiveness of organizations' security and digital operations so they can avoid disruption and manage risk. Its Resolution Intelligence Cloud is a native-cloud data analytics platform for enterprises and services providers that need highly scalable, multitenant security operations and/or digital operations management. The platform uses Google Chronicle as its scalable, fast security data lake. Resolution Intelligence Cloud transforms security and operations data into intelligence that organizations can act on before critical issues occur. More than 3,000 customers and managed service providers rely on Netenrich to deliver secure operations at scale.