

Druva Compass Program

Today's Business Enhanced with Tomorrow's Technology

Druva brings together data protection & information governance capabilities under a single pane of glass. This unified approach removes data management silos—reducing the risk, cost, and complexity of managing information.

Keep your business looking ahead with the Druva Compass Program—designed to grow your cloud practice through best in class enablement tools, support, and programs.

Top 5 Reasons to Partner with Druva

1. Delivers ground-breaking unified data protection and governance technology that amplifies your portfolio across your selling landscape
2. You get a program model that scales with your Druva selling success
3. Helps you gain opportunity traction with exclusive enablement tools and promotions
4. Recurring revenue on renewal contracts with no declining value
5. Delivers enhanced margin protection to increase your bottom line with every approved deal registration

Partner Levels

Authorized

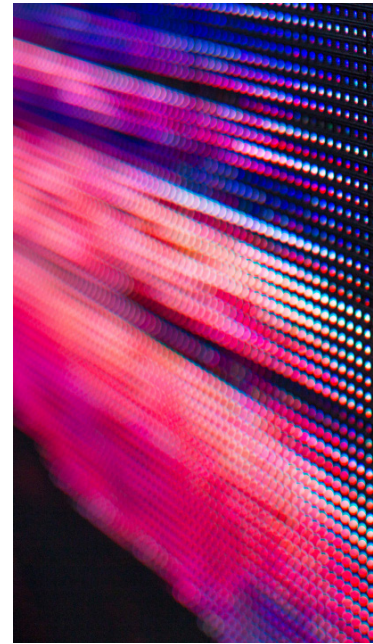
Entry-level access point to the program. Perfect for gaining access to all products while breaking ground with selling Druva.

Certified

Specialized tier to demonstrate selling power with addressable revenue targets. Unlocks joint marketing and empowers your sales force with education goals.

Elite

Premier level of partnership for an expert group of reseller performers. Highly trained members of your staff earn the most optimal access to dedicated Druva resources.



Compass Requirements	Authorized	Certified	Elite
Annual Partner Sourced Bookings	\$250K	\$1M	\$5M
Accredited Technical Staff	1	2	10% Staff
Defined Business Plan		✓	✓
Compass Benefits			
Compass Portal Access	✓	✓	✓
Deal Registration Margin Protection	✓	✓	✓
Promotions and Sales Incentives	✓	✓	✓
Not-For-Resale (NFR) Program	Discounted	Free	Free
Pre-Sales Support	✓	✓	✓
Sales and Technical Training	✓	✓	✓
Assigned Account Manager		✓	✓
Marketing and Sales Tool Kits		✓	✓
Marketing Development Funds			✓
Lead Sharing**			✓
Advanced Product Roadmap Review			✓

*Demand Generation Activities include but not limited to: tradeshows, webinars, training events, email campaigns, web advertising, and telesales campaigns

**Sales accreditation required for lead sharing

Why wait any longer to join the team?

Complete a Druva Compass Program application at <https://www.druva.com/partners/partner-program> or email us at channel@druva.com

Business Development Contact Points

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