

# SALES BREAK OUT SESSION



- Partner portal
  - Logging in
  - Sales Tools, Deal registration, Training and Education
- Triton
  - Flash demo
  - Mobile Security
  - Sales opportunity
  - Our value proposition
- Dissecting the Deal – Customer wins
- Accelerate Channel Incentive & Promotions

# PARTNER PORTAL



# CHANNEL PORTAL

websense

[www.websense.com/partner](http://www.websense.com/partner)

- Deal Registration
- Sales Tools
  - Battle Cards
  - Competitive Info
  - White Papers
  - Datasheets
  - Case Studies
- Leads & Opportunities
- Marketing Kits
- NFR Requests
- Websense University

The screenshot displays the Websense Channel Portal interface. At the top, the Websense logo is on the left, and 'LOGGED IN AS N...' is on the right. A navigation bar contains links: Home, Sales, Marketing, Content, Leads, Opportunities, Subscriptions, Reports, Documents, Workspaces, Cases, Email Subscriptions, and Articles.

The main content area is divided into several sections:

- Welcome:** Displays the user's name, 'Nicolina Coppolaro', with links to 'My Company Profile' and 'My Profile'. It also identifies the 'Channel Manager' as 'Nicola Simpson'.
- Welcome to Websense University:** Includes a link to 'Log Into Websense University Now'.
- Tools (EMEA):** Lists various resources: Deal Registration, Online Renewal Center, MyWebsense Portal, Subscription Viewer, Security Labs, and Hotfixes & Patches.
- Recent Items:** A list of recent documents, including 'Presentation - UK Websense LIVE Channel event - 4 April 2012', 'Marketing Campaign Kit', 'Delivering the Websense Point of View (POV) Tool Kit', 'North Europe & Africa Channel Partner Webcast 1 March 2012', 'New Channel Triton Launch Kit', 'Websense Security Lab Threat Predictions for 2012 - English', and 'Q2 Channel Promotion Pack'.
- Classroom Training:** A large banner image with the text 'Classroom Training'.
- Websense TRITON™:** A section with a 'learn more >' link.
- Quick Links:** A section with a 'Contact Us >' link.
- Websense University:** Links to 'Websense University learn more >', 'Marketing Tool Kit learn more >', and 'Websense TRITON learn more >'.

Below the main content area, there is a search section titled 'Filter Your Results' and 'Search for Content'. The search results show 555 results, with a list of documents including 'Partner Newsletter, May 2012: EMEA & APAC', 'TRITON Mobile Security Kit', 'EMEA APAC Commercial Registration Guidelines - 2012', 'Delivering the Websense Point of View (POV) Tool Kit', 'TechConnect Sales Engineer eNewsletter Pack', 'New TRITON Solution Stacks', 'Datasheet - Data Security Solutions - Czech', 'Datasheet - Data Security Suite - Italiano', 'Datasheet - Data Security Suite - Français', 'Datasheet - Data Security Suite - Deutsch', 'Datasheet - Data Security Suite - English', 'Datasheet - Websense Cloud Web Security - Español', 'Datasheet - Websense Cloud Web Security - Deutsch', 'Datasheet - Websense Cloud Web Security - English', 'Datasheet - Websense TRITON Mobile Security - English', 'Datasheet - Websense Cloud Email Security - Español', and 'Datasheet - Websense Cloud Email Security - Deutsch'.

# Content: Find the tools you need

websense

**websense** Yes! [Logout](#)

[Home](#) [Sales](#) [Marketing](#) [Content](#) [Leads](#) [Opportunities](#) [Subscriptions](#) [Reports](#) [Documents](#) [Workspaces](#) [Cases](#) [Email Subscriptions](#) [Articles](#)

**Filter Your Results**

Use the filters below to restrict your search results. [Clear Filters](#)

**Show Only**

- ▼ **Product (7)**
  - ☐ Web Security (169)
  - ☐ Email Security (119)
  - ☐ Data Security (86)
  - ☐ Channel Program (78)
  - ☐ Corporate (54)
  - [More](#)
- **Platform (3)**
- **Audience (5)**
- **Activity (4)**
- **Content Type (23)**
- **Sales Stage (6)**
- **Competitor (14)**
- **Sales Operations and ... (1)**
- ▼ **Featured Content (1)**
  - ☐ Featured (17)
- ▼ **Tags (15)**
  - ☐ Marketing Materials (89)
  - ☐ Security Lab (40)
  - ☐ Market Research (36)
  - ☐ Technical (29)
  - ☐ Training (28)

















**Content**  
**Search for Content**

[Back](#)

Search in [All Workspaces](#) for  in [All Languages](#) [Go!](#) [Clear Search](#)

**Search Results:** Showing 1-20 of 475 results

[Download](#) 1 2 3 4 5 [Next >](#) [Display Options](#)

<input type="checkbox"/>	 <b>Title</b>	<b>Size</b>	<b>Last Modified</b>	<b>Downloads</b>
<input type="checkbox"/>	 <a href="#">2011 Corporate Sales Presentation Tool Kit</a>	33.5 MB	14 hours ago	<div></div>
<input type="checkbox"/>	 <a href="#">Websense Intro for Partner Use - English - Mar11</a>	8.7 MB	17 hours ago	<div></div>
<input type="checkbox"/>	 <a href="#">New Channel Triton Launch Kit</a>	-	17 hours ago	<div></div>
<input type="checkbox"/>	 <a href="#">Partner Training Deck - What is new in v7 6 - Feb11 - English</a>	13.9 MB	17 hours ago	<div></div>
<input type="checkbox"/>	 <a href="#">Competitive Battle Cards</a>	1.9 MB	1 day ago	<div></div>
<input type="checkbox"/>	 <a href="#">Cisco Web Gateway Competitor Fact Sheet Q1-2011</a>	160 KB	1 day ago	<div></div>
<input type="checkbox"/>	 <a href="#">Websense Leadership Validation by Analysts</a>	3.5 MB	1 day ago	<div></div>
<input type="checkbox"/>	 <a href="#">Whitepaper: Securing The Social Enterprise</a>	684 KB	3 days ago	<div></div>
<input type="checkbox"/>	 <a href="#">Presentations - ChannelConnect Febbraio 2011 Materiale Tecnico Commerciale</a>	40.4 MB	1 week ago	<div></div>
<input type="checkbox"/>	 <a href="#">Telemarketing Call Script- Data Security Suite- Existing customers</a>	181 KB	1 week ago	<div></div>
<input type="checkbox"/>	 <a href="#">Websense Solution Matrix</a>	240 KB	1 week ago	<div></div>
<input type="checkbox"/>	 <a href="#">FAQ - Email Security Gateway Anywhere</a>	570 KB	1 week ago	<div></div>
<input type="checkbox"/>	 <a href="#">Corporate PPT Presentation Template</a>	1,010 KB	1 week ago	<div></div>
<input type="checkbox"/>	 <a href="#">UK&amp;I DMR LAR 2011 Partner Requirements</a>	228 KB	1 week ago	<div></div>
<input type="checkbox"/>	 <a href="#">In The Mail - Latest Edition - Finnish</a>	430 KB	1 week ago	<div></div>

## Type

New

Migration

Renewal

## What It Is

Rewards partners for the pre- and post- sales investment associated with...

Securing net new logo and cross-sell business

Migrating WF, WS or Surf customers to WSG/A or TRITON + V5K or V10K

Retaining and up-selling current customers

## What It Isn't

An automatic discount

## How the Partner Requests It

Partner Portal

Partner Portal

Call WBSN Sales Rep



#### Welcome

[My Company Profile](#)

[My Profile](#)

**Channel Manager:**


#### Welcome to Websense University

- [Log into Websense University Now](#)

#### Tools (EMEA)

- [Deal Registration](#)
- [Online Renewal Center](#)
- [Subscription Viewer](#)
- [Security Labs](#)
- [Hotfixes & Patches](#)

#### Recent Items

 [New Channel Triton Launch Kit](#)

# FOR UNIFIED CONTENT SECURITY

THINK WEBSense

TRITON Unified Content Security [learn more >](#)

v7.6 training is coming....  
[learn more >](#)

Deal Registration Updates  
[learn more >](#)

## Websense TRITON™

[learn more >](#)

This is not your average security solution! The next generation of the Websense TRITON solution offers email security with enterprise-class data loss prevention (DLP) and a hybrid platform. Websense partners can also take advantage of three new TRITON solution packages that fit together to address your partners' security needs.

Available now, the Websense TRITON solution helps partners win more deals and upgrade existing customers to a unified, more powerful and cost-effective security solution. More information on the TRITON solution is [available here](#). Don't delay, start selling Websense TRITON today!

## NEW PROMOTIONS\*

[learn more >](#)

## Web Filter to Web Security

### quick links

[Contact Us >](#)  
[Logging Support Cases >](#)  
[Download the TRITON Olympian Brochure >](#)  
[Download the Portal Guide >](#)  
[Customer Subscriptions >](#)  
[MyWebsense >](#)

### Channel Newsletters

Review the regular channel update email newsletters from Websense  
[Learn more.](#)

# Deal Registration Fields

Lead Edit

SaveSave & NewCancel

First Name	--None--	Lead Owner	Jonathan Dobbs1
Last Name		Internal Websense Salesperson	
Title		Lead Record Type	Deal Registration - NA
Email		Lead Status	New
Phone		Website	
Company		Fax	
Street		Email Opt Out	<input type="checkbox"/>
City			
State/Province			
Zip/Postal Code			
Country			
Country Picklist	--None--		

Opportunity Information

Re

Type of Business	New Customer	Number of Seats Discussed	
Lead Currency	GBP - British Pound	Is this a referral only deal?	<input type="checkbox"/>
Deal Registration Amount		Is this a Meet the Competition situation	<input type="checkbox"/>
Deal Registration Estimated Close Date	[ 31/03/2009 ]	Existing web solution	

Actions

Accompanied Meeting	<input type="checkbox"/>	21-day action not reqd, ref deal only	<input type="checkbox"/>
Web Demo	<input type="checkbox"/>	Alternative Action	<input type="checkbox"/>
Install Evaluation	<input type="checkbox"/>		
Alternatives To Be Discussed			



- Submit a deal registration request via the partner portal
- Websense assess the validity
  - If a renewal, partner needs to contact sales rep
  - If new business, it must be an opportunity unknown to Websense or unassigned to another partner.
- Sales rep aligned to the end user is prompted to grant or deny request
- After approval, partner has 21 days to deliver “value-add”
- Deal registration offers the partner considerably better terms

**websense** Yes!

[Logout](#)

[Home](#) [Sales](#) [Marketing](#) [Content](#) [Leads](#) [Opportunities](#) [Subscriptions](#) [Reports](#) [Documents](#) [Workspaces](#) [Cases](#) [Email Subscriptions](#) [Articles](#)

**Welcome**

[My Company Profile](#)  
[My Profile](#)

**Channel Manager:**  
[Brett Candon](#)

**Welcome to Websense University**

- [Log into Websense University Now](#)


**Tools (EMEA)**

- [Deal Registration](#)
- [Online Renewal Center](#)
- [Subscription Viewer](#)
- [Security Labs](#)
- [Hotfixes & Patches](#)

**Recent Items**


- [2011 Corporate Sales Presentation Tool Kit](#)
- [New Channel Triton Launch Kit](#)
- [Web 2.0 Marketing Kit](#)
- [EIP Marketing Kit](#)
- [Data Security Marketing Kit](#)


## Websense Sales Portal


 **"Guru On the Go" Sales Training** [go to guru on the go >](#)  
Now available online to Websense partners worldwide at no cost.


**quick links**


- [Deal Registration form >](#)
- [Deal Registration Guidelines >](#)
- [Promotions >](#)
- [Download the portal guide >](#)
- [Channel Manager contact list >](#)
- [Customer Subscription >](#)


 **Product Migration** [go to product migration >](#)  
SurfControl Web Filter migration policy.

 **Essential Information Protection** [go to EIP >](#)  
The Who, What, Where and How of information protection.

 **Competition** [go to competitive info >](#)  
Resources to help you win against the competition.

 **Online Demos & Evaluations** [go to demos & evals >](#)  
Websense now offers online Demo-On-Demand previews and product evaluations.

 **Channel Enablement** [go to partner program >](#)  
Welcome to the Websense ChannelConnect Partner Program.

 **Non-For-Resale (NFR) Key** [go to NFR Key >](#)  
Websense production key for internal use and demos

[My Account](#) | [Log Out](#) | [Help](#)[Home](#) | [Transcripts](#) | [Learning Paths](#) | [Knowledge Bank](#) | [Training Calendar](#)[Welcome](#) | [Scheduled Tasks](#) | [Announcements](#)**websense®  
TRITON™**Welcome to the new Websense University  
TRITON™ channel training curriculum™

Web Security Gateway Tech Certified

WebSense Web Security Tech  
Certified and/or No certifications**Quick Links**[FAQS >](#)  
[Browse for Training >](#)  
[Certification >](#)  
[Request Training >](#)  
[Authorized Training Partner>](#)  
[Take a Tour of Websense University >](#)**Your Inbox**[View transcript](#)  
(1 approved training selection(s))  
(Registered for 19 training selection(s))**Required Training**

No required training

**Suggested Training**[Competitive Webcast \(IronPort/Secure\)](#)  
[Competitive Webcast - Vontu&McAfee](#)  
[Selling Websense Express](#)**My Training**

	Due Date	Action
Channel Guru: Three Cheers for TRITON 9Feb10	3/20/2010	<a href="#">Manage</a>
Channel Guru: How to Demo Data Security Suite 24Nov09	4/17/2010	<a href="#">Manage</a>
Channel Guru: Why the Aurora Attack Matters to Your Customers 2Feb10	4/17/2010	<a href="#">Manage</a>
Channel Guru: How to Position & Sell Hosted Web Security 27Oct09	4/17/2010	<a href="#">Manage</a>
Channel Guru: Websense Security Labs - Your Secret Weapon 20Oct09	4/17/2010	<a href="#">Manage</a>
Channel GURU: SaaS - Making Money with our Hosted Solutions 9Sep09	4/17/2010	<a href="#">Manage</a>

**Training in Progress**

	Action
Channel Guru: Migration Paths for Websense 7.5 13Apr10	<a href="#">Manage</a>
Channel Guru Pre-records with no Quizzes	<a href="#">Manage</a>
Channel Guru: Introducing the v10K's little brother 11May10	<a href="#">Manage</a>

**My Learning Path**

	Required	Expires	Manage Certification
Channel Guru	13.00 Credits	N/A	
DSS Sales	1.00 Credits	N/A	
DSS Training & Exams	1.00 Credits	N/A	

# WEBSENSE TRITON



## TRITON Enterprise



websense  
**Web Security**

WSGA



websense  
**Email Security**

ESGA



websense  
**Data Security**

DSS



websense  
**Mobile Security**

Hybrid

“Websense foresaw that web security, email security, and data loss prevention are inextricably linked. And the integrated Websense TRITON technology was built to address all three as ‘content security’. The company’s web security leadership has been solidified by continued innovation and commitment to security effectiveness.”

*Phil Hochmuth, program manager of Security Products at IDC, February 2012*

## TRITON Secure Gateway Anywhere



websense  
**Web Security**  
WSGA-TruWeb DLP



websense  
**Email Security**  
ESGA-TruEmail DLP

Hybrid

## TRITON Secure Gateway



websense  
**Web Security**  
WSG



websense  
**Email Security**  
ESG-TruEmail DLP

Appliance



websense®  
**TRITON™**



# TRITON unified Architecture/Intelligence/Console/Policy **websense®**

## WEB

The **most effective anti-malware protection** from **advanced threats** and **data theft**.

## EMAIL

The **most advanced email defenses** against **blended & targeted attacks (APTs)**.

## DATA

Enterprise DLP with **proven risk reduction** in **5-6 weeks** with user and destination awareness.

## CLOUD

The **best protection** for web and email for **any location** at the **lowest TCO & easiest deployment**.

## MOBILE

**Uniquely effective** protection for mobile data from **theft , loss, malicious apps, and malware**.



websense®  
**THREATSEEKER NETWORK**  
Unites over 850M research points.  
Analyzes 3-5B requests per day.



websense®  
**ACE** ADVANCED  
CLASSIFICATION  
ENGINE



websense®  
**SECURITY LABS**



# TRITON unified Architecture/Intelligence/Console/Policy websense®

## WEB

- ✓ Advanced threats
- ✓ Modern malware
- ✓ TruWeb DLP
- ✓ Containment
- ✓ Forensic data
- ✓ Social media
- ✓ Cloud apps
- ✓ Viral videos
- ✓ Visibility
- ✓ Productivity
- ✓ Compliance
- ✓ TruHybrid

## EMAIL

- ✓ Targeted attacks
- ✓ Blended threats
- ✓ URL sandboxing
- ✓ Anti-malware
- ✓ Anti-spam
- ✓ TruEmail DLP
- ✓ Cloud cleansing
- ✓ Encryption services
- ✓ Archiving
- ✓ Image analysis
- ✓ Compliance
- ✓ TruHybrid

## DATA

- ✓ DLP methodology
- ✓ Risk reduction
- ✓ Data registration
- ✓ 1,100+ policies
- ✓ Data-in-motion
- ✓ Data-in-use
- ✓ Data-at-rest
- ✓ Scan/remediate
- ✓ User/dest. aware
- ✓ End-point agent
- ✓ Portable encrypt.
- ✓ Compliance

## CLOUD

- ✓ Web & email
- ✓ Advanced threats
- ✓ Targeted attacks
- ✓ URL sandboxing
- ✓ Social media
- ✓ Cloud apps
- ✓ Viral videos
- ✓ Monitor & protect web presence
- ✓ Visibility/productivity
- ✓ Global ops centers
- ✓ ISO 27001

## MOBILE

- ✓ Cloud service
- ✓ Malicious apps
- ✓ Mobile malware
- ✓ Mobile DLP (email)
- ✓ Web security
- ✓ App controls
- ✓ Device mgmt.
- ✓ BYOD programs
- ✓ Corporate devices
- ✓ Reporting/inventory
- ✓ Global ops centers
- ✓ ISO 27001



websense®  
**THREATSEEKER NETWORK**  
Unites over 850M research points.  
Analyzes 3-5B requests per day.



websense®  
**ACE** ADVANCED  
CLASSIFICATION  
ENGINE



websense®  
**SECURITY LABS**

## V5000 Appliance

- Enterprise branch and mid-market
- Up to **2,000** users
- Web OR email appliance (v7.6)

## V10000 Appliance

- Enterprise HQ / large branch
- Up to **10,000** users
- Component redundancy
- Investment protection
  - Scale for consolidated Web AND email (v7.6)
  - Headroom to grow beyond 2000 users



## Protection from:

- Mobile malware
- Malicious apps
- Phishing & scams
- Advanced malware
- Data theft

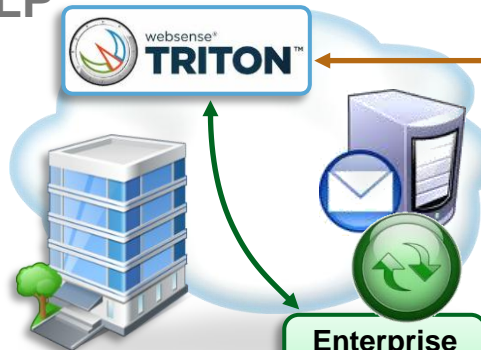


## Control for:

- BYOD
- Enterprise devices
- Mobile DLP for email
- Web security & apps
- Compliance

Mobile  
Email  
DLP

Cloud-based  
Mobile & web  
Security



Exchange  
Email Server

ActiveSync\*

Enterprise  
DLP controls

Enterprise email  
\*Any ActiveSync  
compatible device

websense®  
**TRITON™ Mobile Security**  
ACE + ThreatSeeker Network  
Malicious Mobile App Tracker  
Management + Reporting

VPN\*\*  
WiFi/3G



\*\* iOS, Android

Mobile User's iPad  
mobile user

About	Profiles	Activity
Capacity 29.0 GB		
Software Version 4.3.2		
Serial Number V50296HVETU		
User mobile user		
▼ Details		
Build B7P		
UUID c156ac9df283134753d7246590276142235d461		
IMEI 01 232600 888206 9		
Wi-Fi MAC d8:a2:5e:3d:8e:7f		
Bluetooth MAC d8:a2:5e:3d:8e:80		
Last Checkin Time 04/21/11 at 4:47 PM		
Type iPad		
Modem 07.11.01		
Model Number MC496LL		
Sim Carrier Network AT&T		
Carrier Settings Version 10.0		
Available Capacity 28.2 GB		
► Security		
► Restrictions		
▼ Installed Applications		
iBooks 335		
Bing for iPad 1.0.0		
Angry Birds 1.1.0		
Kindle 1108873220		
Netflix 755908		
California 1.7.0		
USA TODAY 2.0.2		

+ MDM

- It stops advanced malware and data theft, and is combined with mobile device management (MDM) to help prevent confidential data loss on iPads, iPhones, Android, and other mobile devices—a key element found lacking in the study.
- Unlike MDM offerings, Websense integrates leading web, email, and data security with the highly effective Websense TRITON platform to provide a comprehensive solution.

**TruWeb and TruEmail DLP:** Native integration of Websense' market leading DLP for Web and Email traffic; prevents outbound data loss and establishes the controls needed meet regulatory mandates.

**Real-time Security Scanning:** Downloaded code is analysed—on-the-fly—to protect against dynamic, zero-day and scripted attacks not covered by antivirus solutions.

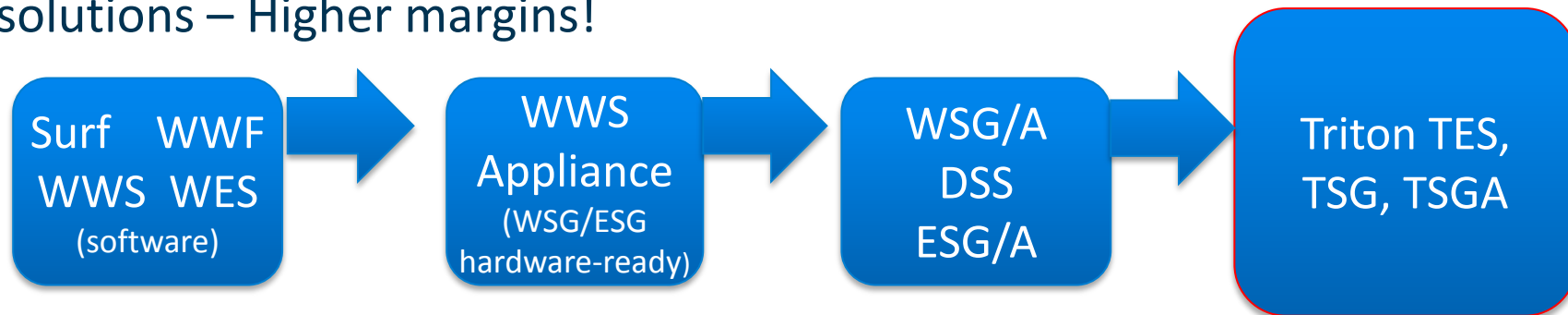
**Real-Time Content Classification:** User-generated Web 2.0 content (e.g. Facebook, LinkedIn, Google) that defies traditional URL filtering solutions is classified on-the-fly.



**Websense TruHybrid Deployment:** Unified management of hybrid/on-premise/SaaS deployments; reduces TCO and ensures consistent coverage across the enterprise.

**Websense TRITON Console:** Unified management of market-leading Web, data and email security solutions; streamlines content security management for reduced TCO.

- **Migrate and Upsell customers** to more differentiated, higher value solutions – Higher margins!



- **Sell appliances** to increase retention and provide better customer experience
- **Use email and data security** to differentiate, add value, and sell more Web security

# CUSTOMER WIN STORIES



# Global Collect Services



- **Problem:**
  - Current AV/AS solution was letting lots of spam through (and false positives)
  - No insight and protection on Internet use and Threats
  - Potential loss of sensitive credit card and customer data
  - No protection for Roaming Users
  - Needed to ensure data could still be shared across the business
- **Solution: Triton Enterprise (350 users and increasing)**
  - Identification and control of confidential credit card and customer data
  - Ability to assign access to this data by AD
  - Ability to ensure data cannot be printed, copied to USB or emailed to non Global Collect employees
  - Full reporting on any potential leaks or attempted unauthorised access
  - Consolidate web, email and data security via the same management console
  - AV/AS is no issue anymore. (users manage their own spamboxes)
  - Roaming users are protected with Hybrid



# Huisman Equipment



Worldwide lifting, drilling and subsea solutions

- **Problem:**
  - Bandwidth utilisation in remote site offices
  - Internet filtering & Security for remote users/offices
  - “Chinese Wall”
  - Leakage of confidential designs through Web-channel (Gmail, dropbox, etc)
  
- **Solution: WSGA & Hybrid (Cloud+WES) Email (1500 users)**
  - Removing high volumes of Spam and unwanted email from their network by utilising the cloud & Websense global data centres
  - Unifying their Email and Web Security with TSGA
  - Single management console (Triton)
  - Providing security for “roaming” with WSGA
  - Implemented Web-DLP policies through WSGA
  - Chinese Websites breakout locally, all other through MPLS
  - Delegated administration for different remote offices



# LAUNCH 2012 CHANNEL INCENTIVE





# ACCELERATE 2012: THE PRIZES

- Win one of five places on a Circuit Zandvoort track day on 18<sup>th</sup> October 2012
  - Lunch
  - Drive a Porsche 911
  - Track day
  - Ceremony for the best driver of the day




# ACCELERATE 2012: THE PRIZES

- The Top Prize: Drive a Porsche 911 Carrera 4S cabrio for the whole weekend
  - Includes:
    - Insurance
    - Limited mileage



# ACCELERATE 2012: TAKE PART

- Register before June 29<sup>th</sup> at: <http://www.websense.com/content/accelerate-benelux-2012-en.aspx>
- Choose your unique 'Driver' name
- Watch the Leader Board (posted on web site)
- Watch your position in each race
  - First update is in July 2012

**websense®**  
**Websense Benelux Accelerate 2012 Incentive**  
[Promotion homepage](#) | [Terms & Conditions](#) | [Contact me](#)

### Register for the Races

Win a place on a track day at Circuit Zandvoort...  
...and a chance to win a supercar for the weekend!  
You have to be in it to win it! Don't get left on the start line, register now.

■ denotes field is required.

Partner name	■ <input type="text"/>
First Name	■ <input type="text"/>
Last Name	■ <input type="text"/>
Email	■ <input type="text"/>
Phone number	■ <input type="text"/>
Office Address	■ <input type="text"/>
Office Address Line 2	<input type="text"/>
City	■ <input type="text"/>

Please enter your preferred racing driver name here:

If you require inspiration, you may choose a name from this list and type it into the field above.

Driver suggestions ▼

# ACCELERATE 2012: THE RACES

## REVENUE RACES

- Largest single transaction closed
- Highest total value of transactions closed
- Highest number of individual transactions closed

## OPPORTUNITY RACES

- Highest total value of net new customer opportunities accepted
- Highest number of individual net new customer opportunities accepted

**ALL RACES RUN FROM 2<sup>ND</sup> APRIL UNTIL 30<sup>TH</sup> SEPTEMBER 2012**

# ACCELERATE 2012: FIND OUT MORE...

- Visit our website:  
<http://www.websense.com/content/accelerate-benelux-2012-en.aspx>
- Don't forget to read the full Terms & Conditions
- Contact your Channel Account Manager Caroline Nye if you have any questions



# PROMOTIONS OVERVIEW

## Promotions Overview

January 1, 2012 - June 30, 2012

Global

Promotions	Target Customer	Key Requirements*
<b>Three for Two Years Subscription</b> <i>Buy a 3 year subscription for the price of 2 one-year subscriptions</i>	Current and New Customers	<b>Solutions include only:</b> Web Filter and Web Security
<b>Web Filter to Web Security</b> <i>Upgrade to Websense Web Security at no extra charge with the purchase of a V5000 Appliance</i>	<b>Web Filter or SurfControl Customers</b> 250 -2000 users Renewal or Current Customer	\$3500 USD minimum V5000 purchase (\$2440 USD, Brazil Only)
<b>Websense Software-as-a-Service (SaaS) Security</b> <i>Receive Hosted Web Security Gateway and Hosted Email Security with Content Control for over 70% off list price*</i> <i>*See regional pricing under Learn More</i>	<b>Small Business Customers</b> 100-250 users New Customers Only	36 month contract required
<b>10% discount when upgrading to Premium Support</b> <i>One-time 10% discount when upgrading to Premium Support</i>	<b>Existing Standard Support Customer</b> Renewal Customer	Available for Standard Priced Deals Only



# CHANNEL CONTACTS

Channel Account Manager: Caroline Nye  
Distribution Account Manager: Nicola Simpson

Channel Operations: [partner@websense.com](mailto:partner@websense.com)

Channel Training: [salestraining@websense.com](mailto:salestraining@websense.com)

Channel Marketing: [partnermarketing@websense.com](mailto:partnermarketing@websense.com)

Partner Portal: [www.websense.com/partners](http://www.websense.com/partners)