

# Promote SureView™ Products and Earn!

**When:**

August 1, 2015 to March 31, 2016\*

**Rebate Amount:**

Platinum 15%, Gold 12%, Silver 10% and Associate 5%\*

**Product Availability by Region:**

Product Availability By Market	APAC	EMEA	CALA	Rest of NA	US
SureView Memory Integrity	√	√	√	√	√
SureView Threat Protection	√	√	√	√	√
SureView Insider Threat	O	O	O	O	√

Product introduction will be phased and staggered. Enclosed is the current availability:

√ - SureView product is available for the market.

O - SureView product is not available for the market until further notice.

Effective Date: August 1, 2015

End Date: The earlier of March 31, 2016 or when the combined RCP and Websense Partner Program is launched.

# Guidelines

## Deal Scope:

- End user is in commercial segment, as determined by Websense in its sole discretion. US government or other government agencies do not qualify.
- Product is qualifying Raytheon Cyber Products, LLC (“RCP”) SureView product.
- The deal is not sold through RCP Channel Partners.

## Process:

- When RCP products are sold to Websense customers or new customers, Partners sufficiently engaged in the deal, as determined by Websense in its sole discretion, will be eligible for the Referral Rebate.
- Eligible Partners will be identified before RCP quote is issued and before opportunity moves into stage 5.

## Who is Eligible for Referral Rebate:

1. The first Websense Partner to meet ALL the following criteria, as determined by Websense in its sole discretion, is eligible for Referral Rebate if the qualifying RCP deal is closed and won within the designated Timeline:
  - a. The Partner is a Websense Partner and is NOT RCP Partner.
    - The Partner must remain in good standing in the Websense Channel Partner Program.
  - b. The Partner’s engagement in the RCP deal is confirmed by end user in writing.
2. In the event that no Partner meets all the above mentioned criteria, and the end user is an existing Websense customer, the Incumbent Partner may become eligible for Referral Rebate as determined by Websense in its sole discretion.
  - If there is more than one Incumbent Partner, the Partner who holds incumbency to software of higher net ACV value to Websense is eligible.
3. For a Websense Partner who is also RCP Partner, the Partner should follow regular RCP channel route and is not eligible for Referral Rebate.

For more information, please contact your Account Manager.