



Ally Partner Program

Program Overview

Thank you for your interest in becoming a nuBridges Ally Partner. We are excited about the potential of working with your organization and look forward to adding value to the world-class solutions you deliver to your customers. Ally Partners are an extension of our own sales and services teams. The nuBridges Ally Program is designed to help you expand your business by offering your customers the best in secured data flow—from encrypting sensitive information wherever it resides within an organization to securely exchanging information internally and with business partners. nuBridges products are well built, scalable, engineered for continuous enhancement, and most importantly, flexible. We have a solution that will work for any company, regardless of their size or environment.

“We are proud to partner with nuBridges to bring their proven technology to our customers. nuBridges has provided the missing piece that enables us to offer a complete solution.”

We are actively seeking qualified partners to help bring our technologies to market throughout the world. Participants in the Ally Partner Program include Value-added Resellers, Solution Providers, Services Providers, System Integrators and Distributors. As an Ally Partner, you will have access to superior products, education, training, marketing, direct sales assistance and technical support. We are 100% committed to our partnerships and have designed our program to be revenue-aggressive while remaining affordable for end users.

nuBridges offers two levels of partner participation -- Pinnacle and Certified. Each level has been developed to accommodate the various sales, professional services and support capabilities of our partners, and to easily allow a partner to move from one level to another as their business grows or changes.

Ally Partners are qualified based upon their capacity to implement products and service end users. While there is no fee to participate in the Ally Program, partners are required to become certified on all products they choose to represent. In addition, each partner is required to provide Level 1 technical support in accordance with nuBridges technical support guidelines. Partner discounts are directly tied to each level of participation.

Pinnacle Partners

Program requirements:

- Pinnacle partners are required to provide Level 1 end user technical support, nuBridges provides Level 2 to your technical team.
- A minimum of two (2) technical personnel and one (1) alternate FTE, fully trained on each nuBridges product represented
- Must provide a quarterly sales forecast and show sales progress within the first 90 days
- Sales and support personnel must complete training within first 30 days of becoming a partner

Certified Partners

Program requirements:

- Certified partners are required to provide Level 1 end user technical support, nuBridges provides Level 2 to your technical team.
- A minimum of one (1) technical person and one (1) alternate FTE, fully trained on each nuBridges product represented
- Must provide a yearly sales forecast and show sales progress within the first 90 days
- Sales and support personnel must complete training within first 30 days of becoming a partner

Certified partners receive:

- Aggressive base discounts
- Additional Volume Discounts
- Product literature, white papers and “at cost” co-branded marketing materials
- Dedicated technical and sales training on nuBridges products
- Technical and sales support for enterprise-level sales

eBusiness Products and Services from nuBridges

Connect: FTP/S | AS1, AS2, AS3 | HTTP/S | EDI VAN

Protect: Managed file transfer | Data security | Pretty Good Privacy (PGP)

Secure Shell (SSH)

Comply: Payment card industry compliance | Controlled substance order

management (CSOS) | Order management | Data synchronization

About nuBridges, Inc.

nuBridges is a leading provider of software and managed services to protect sensitive data at rest and in transit, and to transfer data internally or externally with end-to-end security, control and visibility. nuBridges encryption, key management, managed file transfer and B2B integration solutions are used to comply with security mandates and to digitally integrate business processes among enterprises, systems, applications and people. Over 3,000 customers depend on nuBridges secure eBusiness solutions to encrypt millions of credit cards, exchange billions of dollars in B2B transactions and enable countless business-critical file transfers, including Wal-Mart, Amazon.com, Timberland, American Eagle Outfitters, Belk, Bon Ton, John Deere, Wachovia, Sun Trust, AIG, CheckFree, Bank of America and Verizon. nuBridges is headquartered in Atlanta, Georgia, USA. More information is available at www.nubridges.com.

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