

Partner Program Overview

The Egnyte Partner Advantage

As an Egnyte partner, you'll gain access to industry-leading solutions that empower your customers to protect their data, boost productivity, and meet compliance demands—all within a single, unified platform. Our program is designed to build lasting, mutually rewarding partnerships by providing tools, resources, and support to drive growth and meet the evolving needs of our shared customers.

Enablement

Profitability

Simplicity

Optimized for an Evolving Partner Community




The Egnyte Partner Program is designed to embrace the evolving solution provider model, supporting diverse partner sales engagements—from managed service, to resale, to referral.






The Egnyte Partner Program

The program offers three program tiers with clearly defined commitments and benefits designed to drive partner profitability, enablement, and ease of doing business.

Egnyte Partner Commitments

			
Commitment	Associate	Focus	Strategic
Minimum Egnyte Annual Recurring Revenue	N/A	Yes	Yes
Training			
Certified Egnyte Sales Professional	1	2	5
Certified Egnyte Technical Professional	1	1	2
Certified Egnyte Administrator (MSP Partners)	1	2	5
Certified Egnyte Services Professional	N/A	N/A	Optional*
Business Plan / Review	N/A	Semi-Annual	Quarterly
Purchase via Distribution	Optional	Optional	Optional

Partner Benefits

Partner Benefit	 Associate	 Focus	 Strategic
Partner Perks Participation (based on partner approval)	Y	Y	Y
Sales Incentives / Programs	Discretionary	Y	Y
Dedicated Partner Manager	N/A	Y	Y
Market Development Funds	N/A	Proposal-Based	Proposal-Based
Partner Hub Access	Y	Y	Y
Free Demo License	Y	Y	Y
Professional Services Enablement Packages	Y	Y	Y
Partner Advisory Board Member	N/A*	By Invitation	Y
Joint Customer Case Studies	N/A	Y	Y
Joint Press Release	N/A	N/A	Y
Co-Branded Social Media to Promote Partnership	N/A	N/A	Y
Listed on EgnYTE Website	N/A	N/A	Y

*Partner Advisory Board participation by invitation only for Associate tier managed services partners

Optimizing Partner Profitability

Our reward for value discount structure helps partners maximize return for their efforts in growing their EgnYTE business. The EgnYTE platform is optimized for highly profitable service offerings and exceptional customer retention rates drive predictable recurring revenue streams and product upsell.

- For VAR partners, our value-based discount model offers tiered pricing based on the partner's role in the deal, with additional financial incentives for deal registration.
- MSP partners access strong margin opportunity through a tiered discounting model based on the volume of licenses per plan under management.
- Referral partners earn a generous commission based on first year subscription value.

Register to become an EgnYTE partner at www.EgnYTE.com/Partners

Questions? Email us at EgnYTEPartners@EgnYTE.com



EgnYTE Your Customers. Fuel Your Growth.