



**A Reseller
Program
that hits
the target**

Ensure Your Success with NetIQ.

What NetIQ Can Do For Your Business

The goal of the NetIQ Authorized Reseller program is to enable you to successfully deliver superior solutions to your customers. The program provides your business with the opportunity to obtain customer referrals, participate in joint marketing opportunities and receive top-notch training, technical support and up-to-date sales and marketing resources on an ongoing basis. As a participating reseller, you have access to:

- **Knowledge and Expertise**

Profit from training and leverage proven tools to build success. Leverage NetIQ's knowledge, expertise and leadership position in the highly competitive e-business infrastructure management and intelligence industry to build your business with new and current customers. NetIQ provides focused sales and technical training to support both pre- and post-sales activities, as well as service and maintenance for its products.

- **Performance Incentive Rebates and Co-Op/Marketing Development Funds**

Contending with change and competition requires every possible edge. The NetIQ Authorized Reseller Program offers quarterly Performance Incentive Rebates as well as Co-Op/Marketing Development Funds.

- **Marketing and Sales Support**

Access NetIQ's partner sales and marketing tools via a password-protected extranet. These tools include in-depth product overviews, positioning information describing features and benefits, target audiences and pricing and ordering information.

Qualifying questions, strategies for handling objections and up-to-date competitive analysis are also provided. Depending on participation levels, partners also benefit from our reseller lead program, priority access to beta programs and not-for-resale (NFR) licenses.

- **Expert Service and Support**

Software and service go hand-in-hand to provide complete solutions. Receive excellent assistance from NetIQ's Technical Support team and its 24x7 Knowledge Base.

Three Levels of Program Participation, Performance and Commitment

Three levels of program participation (*Authorized*, *Select*¹ and *Premier*) provide the opportunity and flexibility needed to participate in NetIQ's success story.

NetIQ Authorized Resellers are required to meet minimum technical product training requirements and must have trained representatives for the specific products they carry within their authorized categories. Authorization can be obtained within any of the four product categories:

- Infrastructure Management
- Security Management
- Web Analytics
- VoIP Management and Network Testing

Select¹ and Premier level resellers must also meet additional requirements, including minimum sales volumes.

Premier level reseller status requires the highest level of performance and commitment from an organization, with higher minimum annual volume requirements. In return, Premier resellers are awarded a greater degree of business partnership with NetIQ including higher rebate rewards and Co-Op/MDF participation levels.

¹ Select level of authorization available to resellers in North America only.

Program Benefits At A Glance

The NetIQ Authorized Reseller Program is designed to provide channel partners with everything needed to succeed with their NetIQ business model. The chart below lists the requirements and benefits provided at each program level.

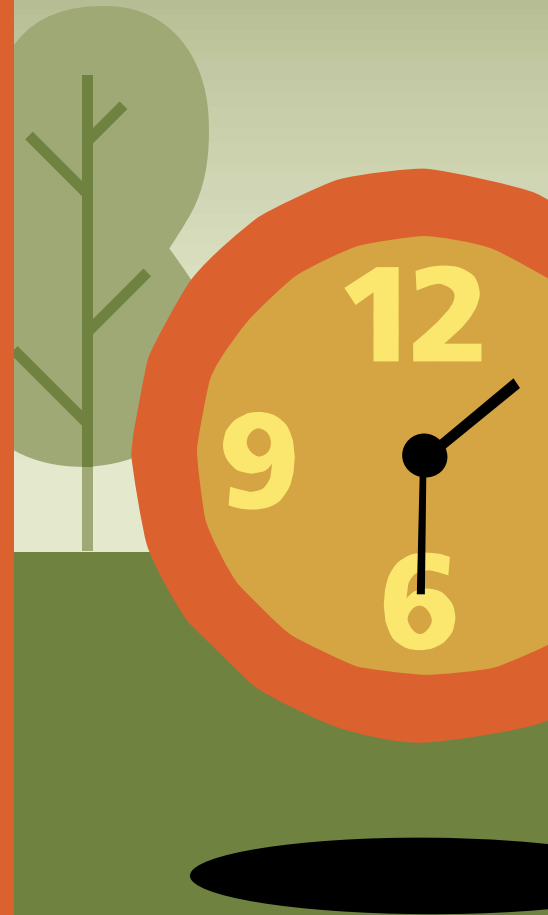
Authorized Reseller Tiers			
Authorized Reseller Benefits	Authorized	Select ¹	Premier
Business Relationship			
Product Sourcing	Indirect	Indirect	Direct/Indirect
Co-Op/MDF		X	X
Quarterly Performance Rebates		X	X
Sales & Marketing Support			
Partner Welcome Kit	X	X	X
Not for Resale (NFR) Demo Software	X	X	X
Customer Evaluation Software	X	X	X
New Product Introduction Launch Kits	X	X	X
Sales Collateral	X	X	X
Listing in NetIQ Partner Locator	X	X	X
Password Access to NetIQ Partner Site	X	X	X
Participation in Promotional Programs	X	X	X
Partner Marketing Campaign & Seminars Toolkit		X	X
Account Manager Sales & Pre-Sales Support		X	X
Partner Logo Kit			X
Lead Referral Service			X
Technical Support			
Technical Phone Support (8 AM to 5 PM Pacific Time)	X	X	X
Knowledge Base Access	X	X	X
Beta Program Participation			X
Education			
NetIQ Based Technical Training	X	X	X
Web-based Technical Training	X	X	X
Regional Sales Training	X	X	X
On-site Sales Training			X
Authorized Reseller Requirements	Authorized	Select ¹	Premier
Reseller Authorization	X	X	X
Technical Training for Reseller Representatives	X	X	X
Minimum Annual Volume Requirements		X	X
Joint Business Planning		X	X
POS Sales Reporting		X	X
Assigned NetIQ Sales Champion			X
Certified Technical Resource			X
Case Studies/Success Stories			X
Lead Follow-up & Reporting			X
Sales Forecasting			X

¹ Select level of authorization available to resellers in North America only.

Join the NetIQ Authorized Reseller Program

Time is a strategic resource, so act now. Join the NetIQ Authorized Reseller Program and capitalize on NetIQ's robust product set and its leadership position in the highly competitive e-business infrastructure management and intelligence industry. NetIQ recognizes that its partners' success is NetIQ's success and is committed to providing the solutions and technology answers your business needs to succeed in this competitive market.

To apply for the program, visit www.netiq.com/partners/channel or e-mail partners@netiq.com. Or visit www.netiq.com to access NetIQ company information.



Worldwide Headquarters

NetIQ Corporation
3553 North First Street
San Jose, CA 95134
1.713.548.1700
1.713.548.1771 fax
1.888.323.6768 sales
info@netiq.com
www.netiq.com

NetIQ EMEA
+44 (0) 1784 454500
info@netiq.com

NetIQ Japan
+81-3-3511-9226
info-japan@netiq.com
www.netiq.com/japan

For our offices in Latin America & Asia Pacific, please visit our web site at www.netiq.com/contacts