



WELCOME TO CLUB CV!

A Global Network

- » club cv is more than your average partner program: it is a **platform to exchange ideas** and to meet like-minded individuals and companies, who share our vision of cryptographic excellence.
- » It facilitates the use of cryptovision's product portfolio as well as broad **compatibility of our software** with a wide range of security solutions.
- » In its structure, it offers multiple tiers for our Volume Partners as well as Member and Strategy levels.
- » club cv members and partners will be **the core of our global network** with different levels of involvement and integration.
- » Partner level companies are our valued resellers, independent soft- and hardware vendors, certified service providers and technology partners, who integrate our products into their solution and vice versa.



club cv Benefits*



ATTRACTIVE SALES BENEFITS

- » Base discounts & lead registration rewards
- » Access to sales leads
- » Regular joint business alignment
- » Pre-sales and conceptual support
- » Sales training

TECHNICAL ENABLEMENT & COMPATIBILITY

- » Digital, worldwide and on-site technical training
- » Design-in and product integration support
- » Early product release information

MARKETING & NETWORKING

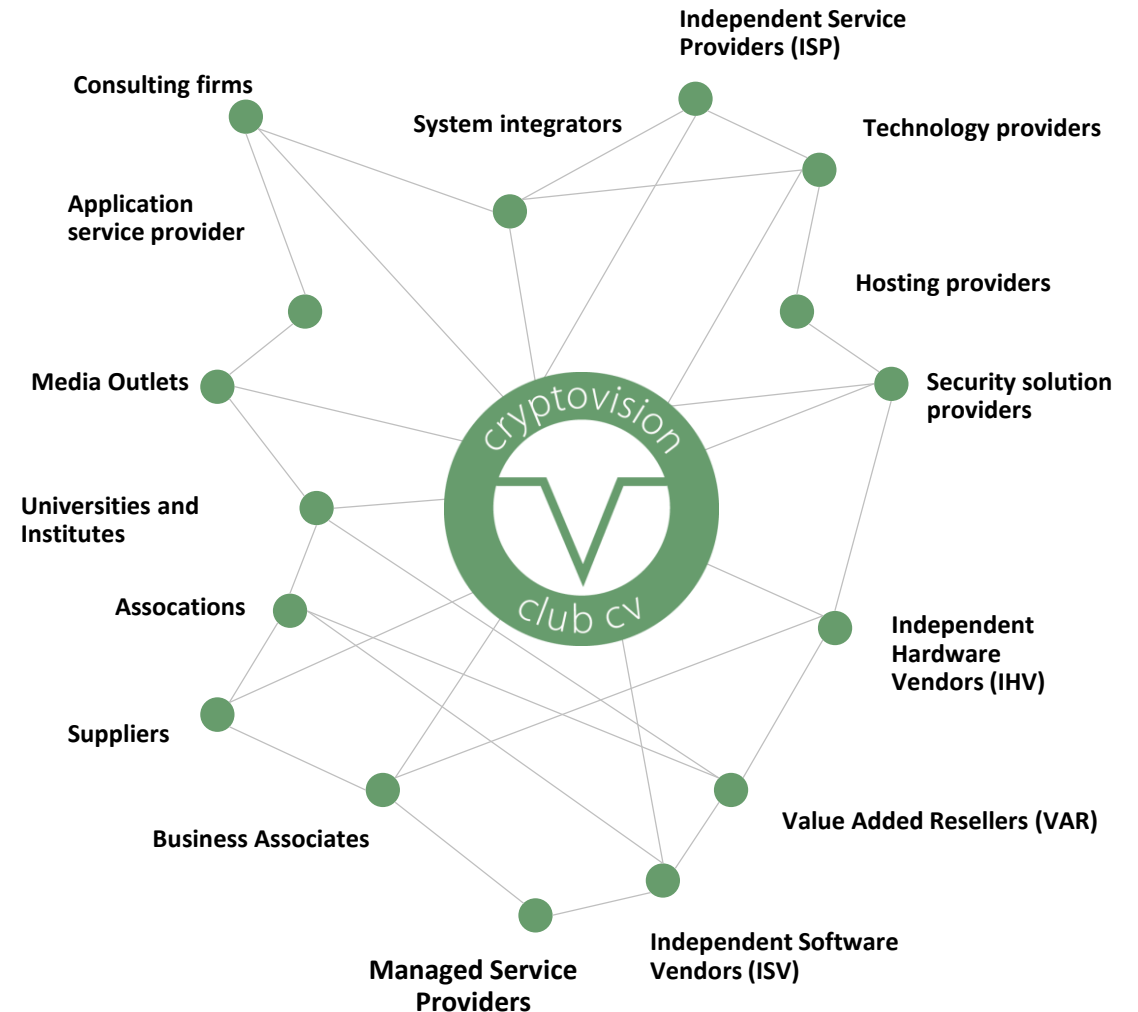
- » Joint PR and Marketing activities
- » VIP invitations to legendary Mindshare and Cryptonite events
- » Networking and socializing with all club cv members

*Benefits vary according to club cv category and tier

Who can join?

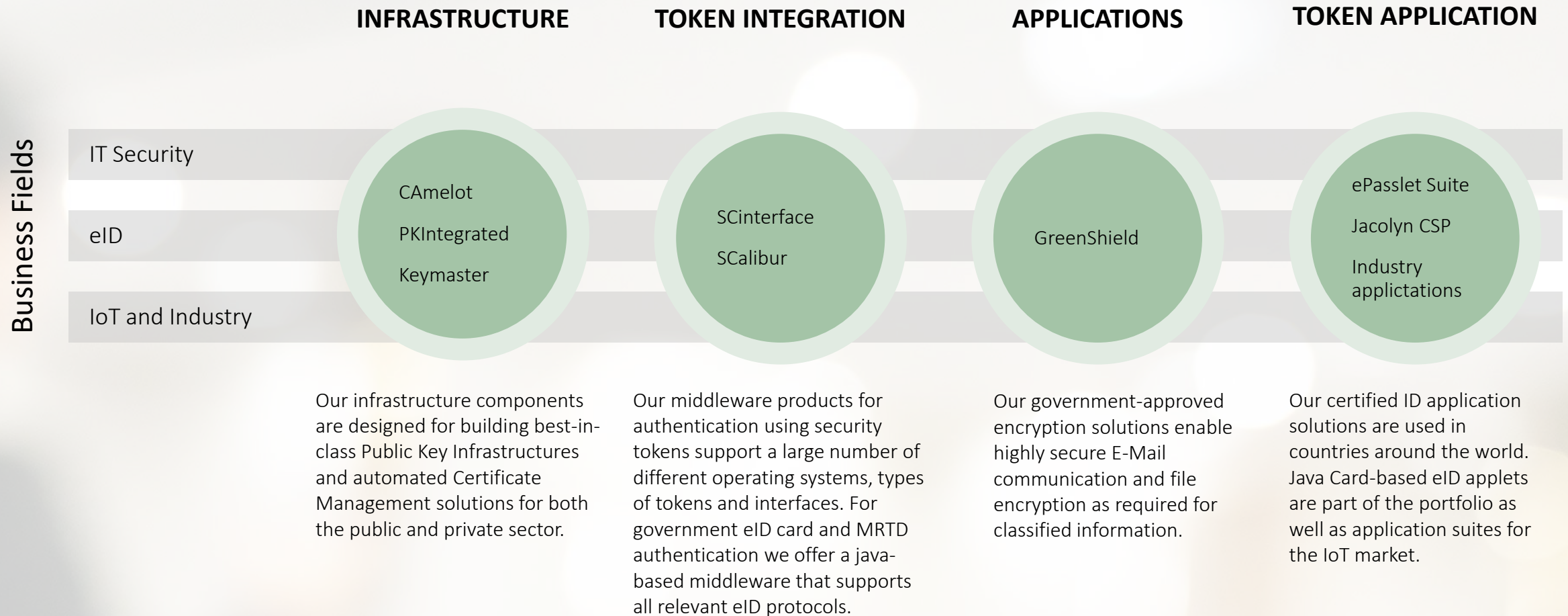
Club cv is designed to reward partner engagement across the board.

We are inviting our resellers, independent hardware- and software vendors, as well as independent service providers, system integrators and consulting firms, to register with club cv.



cv Product Portfolio

cryptovision's product portfolio spans from infrastructure components for PKIs to enterprise middleware for secure authentication, certified eID applets and government-approved encryption applications.



club cv Structure

Join now as
a **Member!**
Become a
Partner
from 2021

LEVEL OVERVIEW



MEMBER

Member level is a separate club cv category. To qualify as a Member, individuals or companies need to have a relevant past or present business association with cryptovision as well as a willingness in participating in joint marketing activities. Members can be upgraded to Volume or Strategy Partner level if assessment criteria apply.

VOLUME PARTNER

Volume Partners are categorized in membership tiers Silver / Gold / Platinum. To qualify as Volume Partner, companies need to sell cryptovision products and services as well as 3rd party hard- or software offered by cryptovision. Revenue commitment and support capabilities (Platinum level) are required.

Platinum

Gold

Silver

STRATEGY PARTNER

Strategy Partners do not have membership tiers. To qualify as a Strategy Partner, companies need to meet specific criteria based on product competency and technology integration. The products and solutions of the Strategy Partner has a strategic relevance for the business of cryptovision or vice versa. There is no revenue commitment.

Overview club cv Benefits



Benefits	Member	Silver	Gold	Platinum	Strategy
Staggered discounts + lead registration reward	✓	✓	✓	✓	
Eligible for relevant partner leads from cryptovision funnel			✓	✓	
Contingent „Consultant“ to be used for pre-sales support, PoC or conceptual work		✓	2 days	5 days	
Technical training		✓	✓	✓	✓
Sales training			✓	✓	
Worldwide on-site trainings			2-3 days*	2-3 days	✓
Welcome Package with club cv badge	✓	✓	✓	✓	✓
Invitation to cryptovision events (Mindshare, Cryptonite, Webinars)	✓	2 Pax	3 Pax	5 Pax	2 Pax
Logo listing on club cv page at cryptovision.com	✓	✓	✓	✓	✓
Regular club cv updates via newsletter	✓	✓	✓	✓	✓
Detailed technical information e.g. for integration		✓	✓	✓	✓
Joint project publications & PR support		✓	✓	✓	✓
Mindshare VIP Invitation (Pre. Conf. Dinner, Exec. Lunch)			✓	✓	
Nomination for an 2 Person all expenses Mindshare attendance				✓	

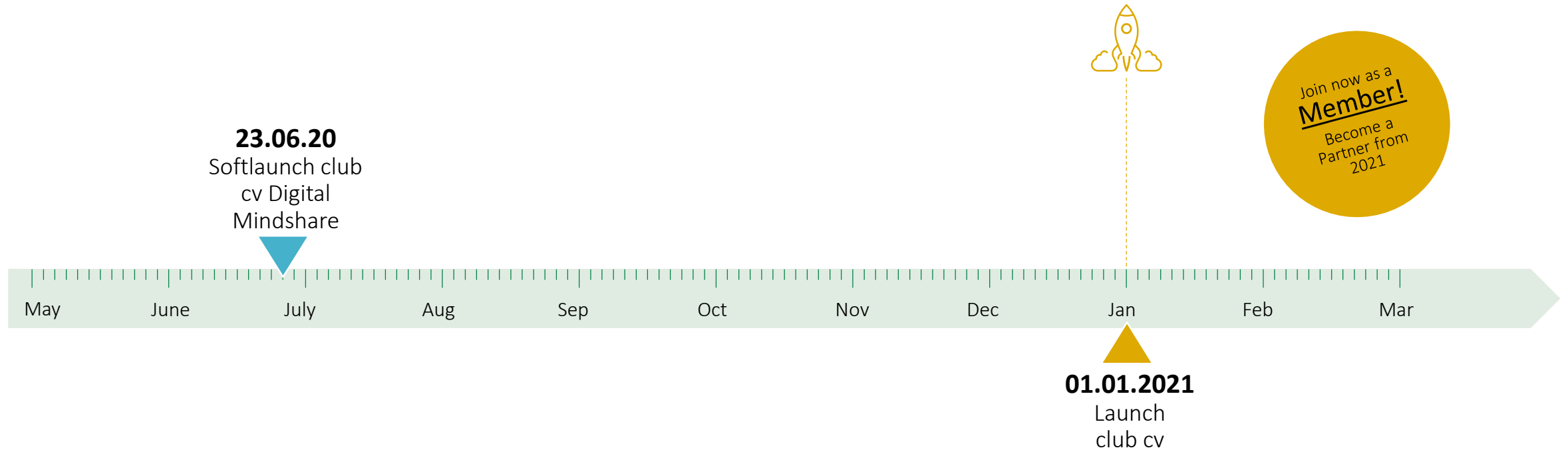
Overview Membership Commitments



Commitments	Member	Silver	Gold	Platinum	Strategy
Annual turnover tier structure		Yes	Yes	Yes	
Minimum of cryptovision trained sales people on staff		1	2	2	
Minimum of cryptovision trained engineers on staff			2	2	1
Provide 1st and 2nd level support to end customer			✓*	✓	
Lead registration (to receive commission)		✓	✓	✓	
Provide business plan			✓	✓	
Provide and maintain forecast			✓	✓	
Vice versa product release exchange					Yes
Partner Logo provided for club cv site	✓	✓	✓	✓	✓
Willingness to display the cv logo on partners website	✓	✓	✓	✓	✓
Relevant business connection with cryptovision	✓	✓	✓	✓	✓

Member Level open now....

Timing 2020 – 2021





www.cryptovision.com/en/club-cv

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