

cryptoVision

We are

OPEN



club cv – more than just a partner program

- » A platform to exchange ideas
- » Shared vision of cryptographic excellence
- » Compatibility of our software with a wide range of security solutions
- » Multiple tiers for our Volume Partners as well as Member and Strategy levels.
- » The core of our global network



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

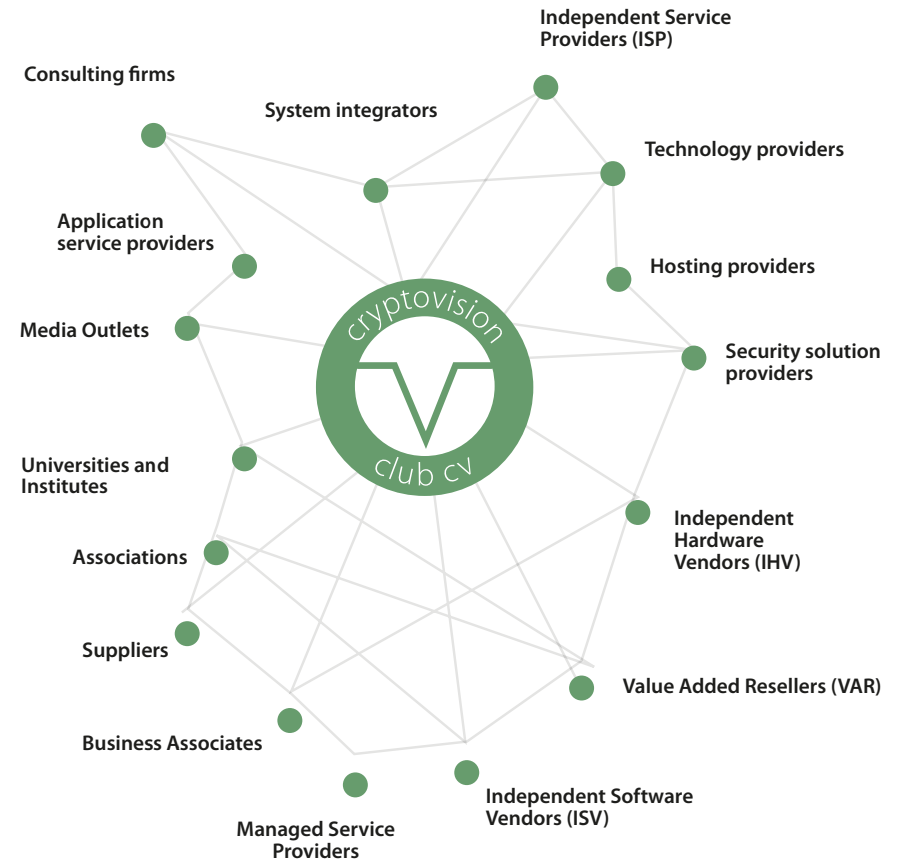
- » Joint PR and marketing activities
- » VIP invitations to legendary Mindshare and Cryptonite events
- » Networking and socializing with all club cv members

*Benefits vary according to club cv category and tier

Who can join?

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

- Resellers
- Independent Hardware and Software Vendors
- Independent Service Providers
- System integrators
- Consulting firms
- many more....



cryptovision product portfolio



Business fields

IT Security

Government
Identity

IoT and Industry

CAmelot

PKIntegrated

Keymaster

SCinterface
SCalibur

GreenShield
Mail / File

ePasslet Suite
Jacolyn CSP

SECURITY
INFRASTRUCTURE

SECURITY
TOKEN INTEGRATION

SECURITY
APPLICATIONS

SECURITY
TOKEN APPLICATION

club cv level overview



MEMBER

VOLUME PARTNER

STRATEGY PARTNER



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 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.








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 have a strategic relevance for the business of cryptovision or vice versa. There is no revenue commitment.

Overview






club cv benefits

					
Benefit					
Staggered discounts and lead registration rewards		✓	✓	✓	
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 and PR support		✓	✓	✓	✓
Mindshare VIP Invitation (Pre. Conf. Dinner, Exec. Lunch)			✓	✓	
Nomination for a 2 person all expenses Mindshare attendance			✓	✓	

*on request only, extra cost

Overview

membership commitments

	 MEMBER	 SILVER	 GOLD	 PLATINUM	 STRATEGY
Commitment					
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	√	√	√	√	√

*only with paid training (see benefits)

club cv management



Lutz Feldhege
Club Director

lutz.feldhege@cryptovision.com

phone: +49 209 167 2479
mobile: +49 160 744 0251



Sascha Wester
Partner Manager Sales

sascha.wester@cryptovision.com

phone: +49 209 167 2457
mobile: +49 160 744 0248

www.cryptovision.com/club-cv