



Partnership program of COSECT®

Dear applicants, than you for your interest in partnership with COSECT®. In this document you will find all information regarding the COSECT® partnership program. You will learn about the advantages the partnership will bring you and how you can enter the partnership.

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Basic conditions of cooperation

Entering a partnership

The basic step towards entering the partnership is making the Partnership Contract. Print the Partnership Contract, including the General Commercial Conditions, in 2 copies and send it signed and endorsed to the address of the company's residence given in the contract or the one given to you by the COSECT® employees. A signed copy will be immediately sent back to you and the COSECT® partnership system will be made available for you at <https://partner.cosect.net>, where you can immediately start purchasing products with corresponding partnership discounts.

The partnership program of COSECT is divided into four categories according to the revenue and level of training of technical support to basic **Bronze** partnership level, medium **Silver** level, high **Gold** level and the highest **Platinum** level.

Certification and Training

We will teach you how to sell our products

The partners have excellent knowledge of the needs of their clients and provide them with complete service regarding IT. Therefore, COSECT® supports high quality product education corresponding with the needs of each partnership level. Each partner of COSECT® will be trained at the beginning of the partnership in the BRONZE partnership level and s/he will be given a basic certificate. Since this training, the partner will be allowed to sell and provide servicing for Safetica Enterprise products and other COSECT® server products. After the training the partner will obtain a corresponding certificate. You can apply for the training in the partnership system itself.

Apart from the training itself we also provide our partners with new learning methods, e-learning courses and a video guide for the best management of our products.

	Bronze	Silver	Gold	Platinum
Training (for trimester)	Training at the beginning	Technical training	Technical certification (1 person)	Technical certification (2 persons)
Certificate	Approved partner	Qualified partner	Certified partner	Certified Expert partner

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Orders /system of license sale

The sales of license to business partners is handled exclusively through the partnership system of COSECT® (additionally, the partners can order the products via e-mail or telephone). The license is provided for the Safetica® product series exclusively through electronic online license.

Product website (CZ) - www.Safetica.cz

Partnership system – <https://partner.cosect.net>

License

Licensing of Safetica® Enterprise Edition software is based on license model per server per client where the price of a single license depends on the number servers and user stations where the software is installed. The license model *per server per client* also determines that the number of user stations / computers connected to the server is limited and the price for the customer depends on the sum of prices for server and client parts. The item number of *servers* means number of server installation of Safetica Admin Service (i.e. *Safetica® Enterprise*) on domain service of Windows server (so called Domain controller) of the client company. The number of clients means the number of user stations in the client company which can be purchased for the same price even later.

In case of the customer's interest in purchasing additional number of client stations, the customer only pays the basic price for each end station.

Licensing of Safetica® Personal Edition software is based on license model *per client*, which determines that the number of end users on user station / computer is unlimited. The license is limited for usage on one user station / computer.

End prices prior to the partnership discount are set in the end price list of products and services.

Preferential end prices

COSECT® provides products for preferential prices for certain types of clients. The product price is calculated by decreasing the price of common product versions by a below stated discount.

Definition of terms:

School license – includes all educational institutions – i.e. public and private schools. However, this does not include institutions which provide common training and consultations activities.

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Non-profit organizations – include both governmental and non-governmental non-profit organizations – legal subjects as well as civil associations according to the act no. 83/1990 Coll., public benefit corporations according to the act no. 248/1995 Coll., foundations and endowment funds according to the act no. 227/1997 Coll. and ecclesiastical legal persons according to the act no. 3/2002 Coll.

Communication

In terms of the partnership the COSECT® assigns an account manager to each partner. The account manager signs and deals with all business communication with the partner. Changes of the communication persons are announced by both partners and COSECT to the other side immediately. The partners primarily contact technical support with technical issues.


Technical support

Each partner has a right to direct technical support by COSECT which quickly deals with the technical issues. The technical support is available **on weekdays from 09:00 to 17:00 GMT+1**. You can contact the technical support by telephone or e-mail.

COSECT Technical support

 E-mail: support@cosect.net

 Telephone: +420 246 035 700

 Fax: +420 246 035 701

Partnership program and partnership discounts

Partnership discounts for selling the software are at least 30%. The discounts are calculated from the product end price which the partner is obliged to keep according to the contract and for which the customers buy the products from the partner.

The aim of the COSECT® is to ensure corresponding level of technical support according to the revenue of sold licenses. The revenues of the partners are analyzed every quarter – always in the first week of the following quarter and are effective from the beginning of the new quarter. Technical trainings and certifications are offered to individual partners on the basis of the reached partnership level.

In terms of advantages of bronze program from COSECT® you will have a **claim to a 30% partnership commission** from the sales of the Safetica Business product, which is mainly aimed for domestic users and small companies, and many advertising materials including product lists and datasheets.

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Each BRONZE type partner should document basic business abilities and perform a minimum revenue of \$250 USD without VAT per month.

In case you will cooperate with the COSECT® for at least three months and exceed the revenue limit of \$2500 USD (counted for the previous quarter), you will get a claim to progress to the Silver partnership program. Thanks to a higher partnership category, the name of your company will be published in the list of partners on the producer's website. Apart from that you will also get a claim on a higher partnership commission (**35%**) and get the possibility to sell the licenses of the Safetica Enterprise product which is aimed for medium and large companies.

In order to obtain these advantages, it is necessary to keep the above-mentioned revenue for the previous period at the defined amount and also participating in technical trainings which are announced regularly.

In case you will cooperate with the COSECT® for at least 6 months and your revenue for this period will exceed \$5000 USD, you will progress to the Gold program. At this level you will obtain **40% commission** from the sales and your name in the partner list will be highlighted.

In case you will cooperate with the COSECT® for more than 1 year and your revenue for the last quarter exceeds \$25000 USD, you will progress into the highest, Platinum partnership program. You will obtain the highest possible form of support. Its part is above all 45% commission for the sales of products and highlighted name of the company including its logo on our website.

The conditions of your Premium bonus program will, of course, remain unchanged.

Rapid progress to higher partnership levels

The partners who show outstanding sales have the right for rapid progress to a higher partnership level. If the partners get the revenue in the first month of the period, they automatically progress into the higher level.

Delivery conditions / Payment conditions

The way of delivery of the electronic license and supply of electronic installation pack and corresponding license number in the partnership system. The license is supplied immediately after the license price has been paid. For proved partners we offer invoice payment with standard 15-day maturity and the benefit of immediate supply of the license (automatically within 5 minutes from the order) online 24/7.

Orders received on weekdays in another form than electronic in terms of the COSECT® partnership system will be processed and settled by the COSECT® on the same weekday from **Monday to Friday: GMT: 09:30 AM – 18:00 PM.**

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Summary of the COSECT partnership program

	Bronze	Silver	Gold	Platinum
Necessary revenue without VAT (per quarter)	no limit	\$2500 USD	\$5000 USD	\$25000 USD
Min. period of cooperation	no limit	3 months	6 months	12 months
Training (per quarter)	Training at the beginning	technical training	technical certification (1 person)	technical certification (2 persons)
Certificate	Approved partner	Qualified partner	Certified partner	Certified Expert partner
Partnership commission	30%	35%	40%	45%
Safetica Enterprise	After certification Yes	Yes	Yes	Yes
Publishing the partner at the producer's website	Yes	Yes	Highlighted	Highlighted + logo

About COSECT

The COSECT® company was established in 1999. Its best known product is innovative security software Safetica which provides complex data security suitable for ordinary users (*Safetica Business*) as well as medium and large companies (*Safetica Enterprise*).

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If you want to become partners of the COSECT® and participate in its success, just register on the partnership portal of the company (<https://partner.cosect.net>). After signing and sending the partnership contract you will become a Bronze partner. You will obtain access data for the partnership zone, marketing materials and a free unsalable license of the Safetica Business product.

On the partnership website you will obtain overview of your realized sales, you will be able to download product documentation, price lists, license conditions and original of partnership contract. You will gain access to the product and business argumentation, news about our products and advertising materials.

If you have further questions regarding the partnership, contact our partnership supports at: sales@cosect.net.

The COSECT® Team

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