

## Partner discounts and licensing options

### Partner discounts for ISA SOC-as-a-Service.

The ISA Infinity Partner Program offers a fixed base discount to Journey and Galaxy Partners. By positioning ISA services and engaging ISA directly, Discovery Partners are eligible to receive referral fees after ISA has successfully closed a net new opportunity. Journey and Galaxy Partners must register opportunities to take full advantage of the ISA Infinity Partner Program. Following approval, an additional deal registration discount is applied. The Ingram Micro price list reflects base discount and Journey Partner deal registration discount.

### Deal Registration for Journey and Galaxy Partners.

Once a deal registration is approved, it is valid for a period of 90 days. Before registering a deal, the Partner must have made significant efforts to qualify the opportunity such as meeting with the end-user's decision-makers and helping the end-user to quantify the project budget. Opportunities should be registered via [infinity@isacybersecurity.com](mailto:infinity@isacybersecurity.com), via the ISA website, or through the Ingram Micro team. You'll need to provide the service, client name, expected close date, and expected size of the deal.

### Straightforward and predictable licensing.

Most managed cybersecurity services are complex and often their licensing is complex too, not to mention very costly. ISA's SOC-as-a-Service model makes things easy! **PROTECT (EDR)** and **RADAR** are licensed per endpoint, per month. Through the ISA Infinity Partner Program, you have these options<sup>†</sup>:

- + Simple 1-year commitment with decreasing price per endpoint as volume grows
- + Cost-effective 3-year commitment with decreasing price per endpoint as volume grows
- + Flexible consumption-based<sup>°</sup> licensing with on boarding fee, followed by pay-as-you-go pricing

The fee for the services decreases as the client signs up more endpoints. Ask your Ingram Micro team for detailed and up-to-date pricing.

<sup>†</sup>All license options require minimum 25 endpoints per month. <sup>°</sup>Consumption-based licensing is restricted to Galaxy Partners.

\*Optional incremental discretionary discounts can be awarded to Journey and Galaxy Partners for deals involving net new clients or competitive replacements.

### Partner discounts for SOC-as-a-Service SKUs

We appreciate that you suggest ISA services to your clients. Therefore, ISA provides Journey and Galaxy partners with upfront incremental discounts, allowing you to earn a healthy margin!

Discounts	Discovery	Journey	Galaxy
Base discount	-	10%	10%
Deal registration	-	5%	10%
Discretionary discount*	-	optional	optional

### License options

Licensing should be easy! ISA services are priced per endpoint per month and are available in cost-effective (multi) annual or flexible consumption-based subscriptions.

License types	Discovery	Journey	Galaxy
1-year subscription	+	+	+
3-year subscription	+	+	+
Consumption-based			+

