

E-SEC

PARTNER CONDITIONS

Partnership types

TYPES

There are 3 types of partnership:

- **REGISTERED** partner
- **SILVER** partner
- **GOLD** partner

TERM

The partnership term is unlimited. For **SILVER** and **GOLD** partners, the paid term is automatically extended unless terminated or downgraded at least 1 day prior to the term ending.

PARTNERSHIP COSTS

The annual partner fee is:

- **REGISTERED** partner: 0 € (free)
- **SILVER** partner: € 490
- **GOLD** partner: € 3500

CHANGING PARTNERSHIP TYPE

You can upgrade to **SILVER** or **GOLD** status at any time, or downgrade at the end of the paid partnership term.

Partnership

REGISTRATION

You must register as a partner in order to access partner services.

PARTNER CONTRACT

As a partner, you accept the partner conditions. No additional contract is necessary. If you do require a signed partner contract, we can arrange this. Please contact us.

EXCLUSIVITY

There is no exclusivity. You do not need to comply with any restrictions (e.g. industry or region).

AFFILIATES

This partner program does not cover pure recommendations. Please contact us regarding commissions for recommendations.

PARTNERSHIP DURATION

The partnership may be terminated by either party at any time, or, in the case of **SILVER** and **GOLD** partners, at the end of the term, without citing any reasons. Simply delete your partner account and send us a brief email to let us know.

PARTNER DUTIES

Please ensure you bill course licenses correctly. If anything is unclear in relation to the billing process, please contact us.

DATA PROTECTION

Details on data protection & privacy can be found in our data-protection conditions. We will be glad to send you an agreement on order-data processing as established in article 28 of the General Data Protection Regulation (GDPR).

Revenue guarantee

VALIDITY

The revenue guarantee applies to all **SILVER** and **GOLD** partners for the duration of the active partnership.

AMOUNT

For **SILVER** partners, a minimum revenue of 1700 euros per year is guaranteed.

For **GOLD** partners, a minimum revenue of 10,000 euros per year is guaranteed.

DEFINITION OF REVENUE

Revenue is defined as the value of the licenses and services purchased from E-SEC and paid for, minus any discounts or taxes.

PARTNER DUTIES

All you, as a partner, need to do to ensure the revenue guarantee applies to you is actively offer E-SEC's services to your customers, e.g. by showing them E-SEC's courses or incorporating these courses into your own service offering.

GUARANTEE

If you, as a partner, do not earn the guaranteed minimum sales revenue, you can request for the past year's partner fee to be fully refunded or credited to the following year. Pay-outs or credits must be requested in writing (e.g. by email) within 3 months of the relevant term ending.

Prices and licenses

LICENSES

Licenses are required for each end user (named-user model). Licenses are available as subscriptions for course categories, as subscriptions for all courses, or as individual licenses at a one-off price.

LIST PRICES

The latest list prices for the courses are shown in various currencies in the latest price list.

LONG-TERM DISCOUNT

- 10% off for a 2-year commitment
- 20% off for a 3-year commitment

AUTHORING SOFTWARE

SILVER and **GOLD** partners receive an authoring license for productive use for the duration of the partnership.

PARTNER DISCOUNT

As a partner, you will receive the following discounts on E-SEC's entire service offering, regardless of your partner status:

- **REGISTERED** partner: 25%
- **SILVER** partner: 30%
- **GOLD** partner: 35%

PAYMENT CONDITIONS

You can pay for licenses against invoice within 14 days or, in the case of selected products, by credit card.

VOLUME DISCOUNT

Volume discounts will be applied automatically in the price calculator from the 101st license onward. The latest price list contains details on the volume discounts.

Marketing

MARKETING SUPPORT

We will be glad to assist you with marketing materials (including unbranded), online presentations with customers, or, upon request, customer meetings and sales pitches.

LEAD PROTECTION

Create accounts for your customers that are linked to your partner account. These customers will then be assigned exclusively to you.

TEST LICENSES

You will receive non-expiring test licenses for all courses, the authoring tool, and the learning platform. Test licenses are branded with a subtle watermark. Adapting individual courses for real-life use thus requires a paid authoring license (included in **SILVER** and **GOLD** partnerships).

WHITE-LABELING

We ensure our courses do not contain any brand names or trademarks.

ANONYMOUS CUSTOMERS

You don't need to tell us the names of your end customers for license billing. You can also create anonymous customer accounts.

ADDITIONAL SERVICES

We will gladly help you cost and render additional paid services, such as voice-overs, translation, content adjustments, and course roll-out.



E-SEC INFORMATION SECURITY SOLUTIONS GMBH

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Management board: Kathrin Prantner and Christian Molterer

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Jurisdiction: Innsbruck, Austria

The general terms and conditions of E-SEC Information Security Solutions GmbH apply.