

Lookout Channel Partner Program

As most of us continue to work remotely, organizations need to secure their data regardless of where their employees are working, what device they use or how they're connecting to apps and data. Our recent acquisition of CipherCloud ensures that Lookout is equipped to secure organizations at the endpoint, in the cloud and everywhere in between. With the Lookout Channel Partner Program, our partners have access to the Lookout Mobile Endpoint Security solution (MES) as well as the Secure Access Service Edge (SASE) solution which includes Zero Trust Network Access (ZTNA) and Cloud Access Security Broker (CASB).

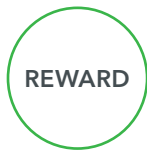
Program Goals

The Lookout Channel Partner Program recognizes and celebrates partners who show industry expertise and a proven track record. Lookout partners are eligible for benefits to elevate their value and differentiation in the market and increase profitability.

Our program is designed to be simple

To enable Lookout partners to be successful we provide:

- A differentiated endpoint-to-cloud solution that helps partners to meet the security and compliance requirements of their prospects & customers
- A consistent & predictable environment for partners to invest
- High-quality product training
- Opportunities for partners to earn progressive rewards for their revenue attainment, investment, and loyalty to Lookout
- Ease of doing business - our program is simple and straightforward



partners who invest the time to learn about Lookout solutions and actively engage in developing and closing new and existing customer opportunities



in partners who are dedicated to representing and leading their security offerings with the Lookout endpoint-to-cloud solution



partners with the knowledge, resources and incentives to drive increased profitability to successfully sell the Lookout endpoint-to-cloud solution

We have two partner levels



Program Benefits

Get access to attractive discounts, additional revenue streams from consulting and professional services as well as exclusive invitations to industry roundtables and peer exchange events.

All Partners	Elite Partners
Access to demo console and internal tenants	Higher standard product discounts
Deal Registration protection	Sales incentive
Standard product discounts	Quarterly business planning
Extra discount on approved Deal Registrations	Access to marketing development funds
Support from the sales engineering team	Priority lead distribution
Bi-Annual sales, tech and marketing roundtables	Invitation to annual Partner Summit
Access to marketing campaigns	Quarterly meeting with Lookout customer success and security research teams
	Access to Lookout's partner community and Lookout experts (e.g. Slack channel)