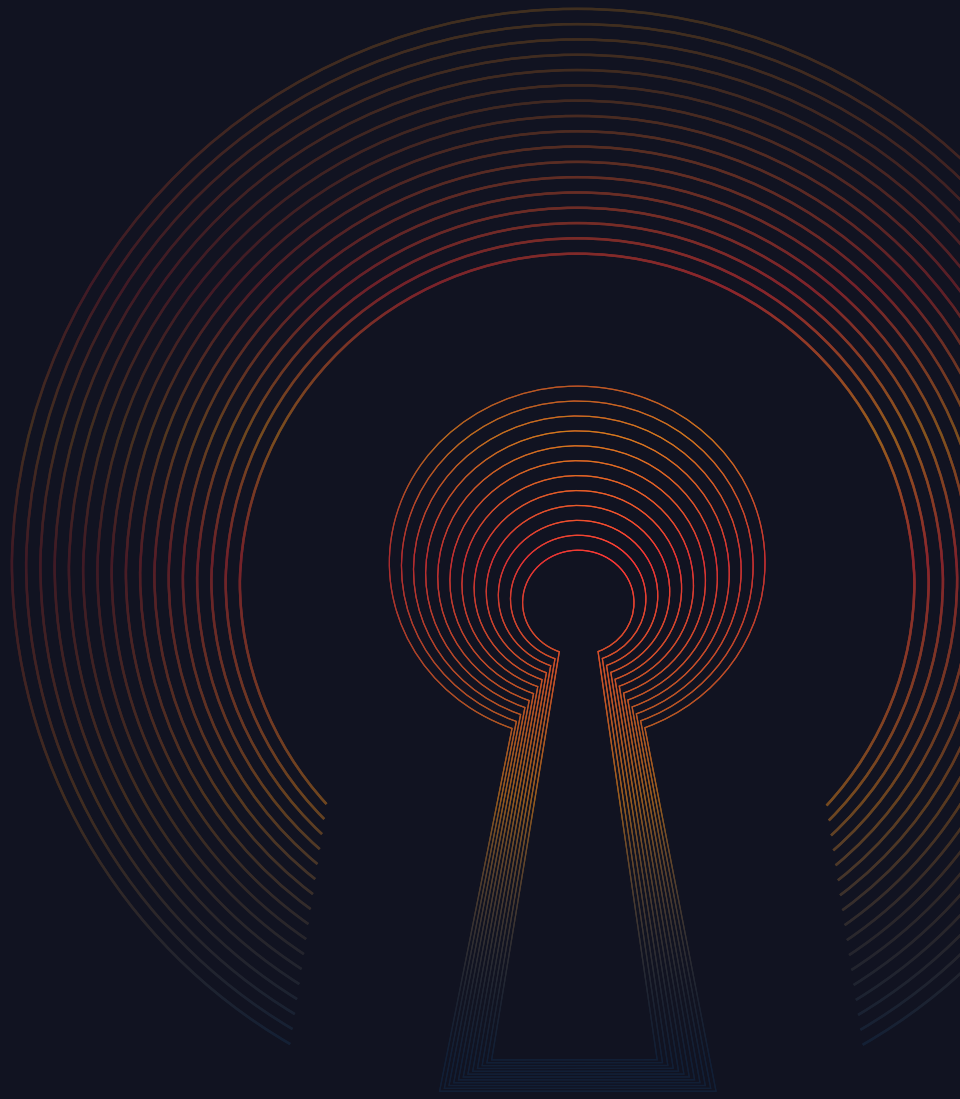




Partner Program Guide

Secure, Simple, Profitable



Welcome to the OpenVPN Partner Program

We're thrilled to introduce you to our Partner Program. This program was designed with your profits in mind. We're here to drive mutual growth opportunities and success for your customers.

In today's ever-changing digital landscape, partnering with OpenVPN is a powerful and efficient way for partners to address cybersecurity concerns for their customers that are simple, reliable, and secure.

The OpenVPN partner program is easy to access and provides the highest level of service — while still remaining cost effective and profitable for every partner who joins.

About OpenVPN

Our mission is to empower IT, Security, and DevOps leaders with a straightforward and streamlined way to secure resource access for the modern, hybrid workforce — without headache, hassle, or complication.



Founded in 2001

as an open source project to provide secure, flexible, and efficient VPN solutions.



Over 20,000 commercial customers

OpenVPN has been an industry leader for 20+ years and — for good reason.



100 million+ downloads

of our core open source software & over 20,000 commercial customers

4.8 star rating on G2



Why Partner with OpenVPN?



Industry-leading Products

- More flexibility in deployment (on-premise or cloud) and multiple OS including Linux
- Built-in Security features to keep your customers secure
- Fast and simple to install and use.



Unprecedented Partner Service

- Dedicated partner management service
- Partner marketing manager support
- Technical partner engineer support



Stability & Trust

- Over 20 years in the market, 60+ million downloads
- Partnered with top marketplaces — AWS, Azure, Google Cloud
- Built on our open source protocol



Revenue Growth Opportunities

- High margin discounts
- Lead sharing, routing, and co-selling
- Program Incentives and proposed market development funds



Comprehensive Training and Enablement

- Live, hands-on demo training for partner sales & technical staff
- Knowledge-based tutorials and videos
- NFR licenses for internal use and for prospective customers

Program Framework

Our tiered partner program approach is designed to reward and support our premier partners who are committed to OpenVPN. We encourage you to work with our team to reach the highest level within the program and gain maximum benefit.

Program Benefits	Premier	Authorized
Premier Margin Discounts	✓	
White Glove Partner Team Support	✓	
Partner Locator	✓	
Partner Marketing Manager Support	✓	
Market Development Funds (Proposal-Based)	✓	
Premier Technical Resource Support	✓	
AWS Marketplace Private Offers	✓	
Access to Beta Programs, New Product Features	✓	
Access to Multi-Tenant Platform, CloudConnexa	✓	✓
NFR Licenses and Trials for Prospects	✓	✓
Partner Incentives (Decided by Partner Team)	✓	✓
Standard Margin Discounts ~10%		✓
Technical Resource Support		✓

Program Framework

Program Requirements	Premier	Authorized
Over 10K annually	✓	
Over 5 transactions annually	✓	
Partners may request Premier status	✓	
Partner agreement	✓	
One-time agreement or quote terms		✓

“*Our partner ecosystem is the cornerstone of our success. OpenVPN is committed to providing our partners with the tools, resources and support they need to thrive. By joining our partner program, you become a part of a community dedicated to service, growth and excellence.*”



Rohit Kalbag

VP, Product Marketing, OpenVPN

Ready to take the next step?

Accept your **Premier status** today and unlock the benefits that will fuel your growth and success.



Get exclusive access to the highest profit margins



Discover new customer leads



Connect with sales & marketing support to grow your business