

## CA INTERNET SECURITY PARTNER BENEFITS

Partner Benefit	Platinum	Gold	Silver	Transacting
<b>Training</b>				
Online Sales Training	No	No	Yes	Yes
Reward-based Online Sales Training*	Yes	Yes	No	No
CA Onsite Instructor Lead Sales Training	Yes	Yes	No	No
Web-Based Product Demonstrations - delivered by CA technical staff	Yes	Yes	Yes	No
<b>Partner Portal</b>				
Access to Partner Portal	Yes	Yes	Yes	Yes
Online Access to Marketing Access Library	Yes	Yes	Yes	No
Free Product Brochure and Sales Tools	Yes	Yes	Yes	Yes
Not for Resale Software (NFRs)*	Yes	Yes	Yes	No
Co-Op Marketing Opportunities	Yes	Yes	No	No
Partner Reference on CA Web Site	Yes	No	No	No
Partner Events / Roundtable Discussions	Yes	No	No	No
Ongoing News & Product Information	Yes	Yes	Yes	Yes
Partner Program Survey	Yes	Yes	Yes	No
Access to CA Onsite PC Protection Program	Yes	Yes	Yes	Yes
Access to CA System Builder Program	Yes	Yes	Yes	Yes
<b>Lead Program*</b>				
System Integration with CA Lead & Renewal Portal	Yes	No	No	No
Access to CA's Renewal & Upgrade Portal	Yes	Yes	Yes	Yes
Access to CA's Partner Lead System	Yes	Yes	No	No
Qualified, Quoted Leads	Yes	Yes	No	No
Qualified, Configured Maintenance Renewal Notices	Yes	Yes	Yes	Yes
Funded Demand-Generation Program	Yes	No	No	No
<b>Sales Support</b>				
Special Performance Incentive Fund (SPIFs)*	Yes	Yes	No	No
Onsite Rewards and Incentives	Yes	Yes	Yes	Yes
CA Field Sales Coverage	Yes	Yes	No	No
CA Inside Partner Telesales Rep	No	No	Yes	Yes
Advanced Product Information (Roadmaps)	Yes	No	No	No
Competitive Information — Including Competitive Training	Yes	No	No	No
Co-Funded Telesales Teams at Partner Site	Yes	No	No	No
<b>Procurement</b>				
Purchase Direct from CA	Yes	No	No	No
Deal Registration	Yes	No	No	No
CA Price Challenge — Beat Any Competitor Pricing	Yes	Yes	Yes	No
CA Open License Program (OLP)	Yes	Yes	Yes	Yes
Access to CA Government & Academic Licensing Programs	Yes	Yes	No	No
Preferred Partner for CA Maintenance Renewal Program	Yes	Yes	No	No
<b>Product Support</b>				
Access to CA Knowledge Base (24x7 online support)	Yes	Yes	Yes	Yes
Priority Technical Telephone Support 24x7*	Yes	No	No	No
Priority Technical Telephone Support — business hours only	Yes	Yes	Yes	No
Priority Technical Telephone Support (M-F pay-per-instance \$19.95)	No	No	No	Yes
Beta Program	Yes	No	No	No
Quarterly Business Reviews with Management Teams	Yes	No	No	No

\* These benefits are not available to Onsite Partners.