



## THE METAPARTNER PROGRAM

# The MetaPartner Program

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**The value statement for our partners is quite straight forward:** To meet the significant demand for Compliance, Governance and I.T Security requirements from customers and prospects in order to maximise profit and revenues.

The MetaCompliance™ suite of software provides partners with a functionally unique product that comes in different flavors to meet the various business needs found amongst customers and partners.

The MetaPartner Program© from Baronscourt is an excellent way to extend sales revenues with existing clients and is a tried and tested method of obtaining business from new name prospects.

Baronscourt partners are a valued extension of the Baronscourt sales and marketing team and this is reflected in the MetaPartner Program© which is designed to help you develop and grow with us. The MetaPartner Program© delivers a combination of tools, resources and support, to meet your specific customer focus and complement your business model. Baronscourt offers industry-leading compliance security solutions that enable you to demonstrate compliance and relieve the burden of Regulatory and Legislative pressures from the organisation.

## Benefits to help you grow your business



When you join the MetaPartner Program©, you will get access to a full range of resources which will give you a head start in the market and establish a competitive edge. Becoming a Baronscourt MetaPartner will allow you to benefit from sales and marketing support, training and technical support, as well as access to sales leads and much more.

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## **Training**

Baronscourt provides training to give your staff the knowledge and credibility they need to effectively sell and support MetaCompliance solutions and meet your customers' growing Compliance and I.T Security needs.

## **Technical Support**

Baronscourt provides partners with presales support, and post-sale support which includes technical support online and on the phone. This ensures that you have all the technical information you need throughout both the sales and customer deployment cycles.



## **MetaPartner.net**

Developed exclusively for Baronscourt partners, MetaPartner.net provides 24x7 access to resources that help you sell and support Baronscourt solutions, including sales and marketing tools, licensing and pricing information, product launch kits, and more. This password-protected portal also provides training materials and other services to help you develop new

business opportunities.

## **Partner Program Categories**

The MetaPartner Program®, offers varying options for participation, based on differing criteria which is dependent on a partners primary business model and partnering opportunity. This variety allows Baronscourt to provide your business with specific and appropriate expertise to enable partners to sell, implement and support Baronscourt solutions for customers worldwide.

## **Authorized Partners**

### **Gold Partner:**

MetaPartner Gold Partners are value-added resellers and integrators who sell, market, and provide technical support to customers across the entire MetaCompliance solution portfolio. These partners have proven expertise in delivering Compliance and Security solutions to medium to large enterprises. They demonstrate high sales and technical capabilities and a commitment to further investment by gaining certification in Baronscourt Compliance Security solutions.

### **Silver Partner:**

MetaPartner Silver Partners are value-added resellers with a strong focus on small and medium size enterprises. The Silver Partners have knowledge of the security solutions marketplace and a commitment to certify technical and sales personnel on Baronscourt solutions. The Silver Partner category is the entry level to the MetaPartner Program®, and provides a growth path towards building a stronger relationship with Baronscourt.

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	Gold Partner	Silver Partner
<b>Sales &amp; Marketing:-</b>		
Use of MetaPartner Program logo	▲	▲
Listed on Baronscourt's website	▲	▲
Partner Welcome Pack	▲	▲
Access to Pre Sales resources	▲	
Access to MetaPartner.net Portal which includes Sales Tools, Technical Tools, Case Studies, Data Sheet, Logo Imagery and Online Ordering & Licensing	▲	▲
Participation in product incentives and promotions	▲	▲
Invitations to Webinars, training sessions and business updates.	▲	▲
Onsite Sales training	▲	
Assigned Regional Channel Manager	▲	
Assigned Channel Contact point		▲
Subscription to Baronscourt's Quarterly Newsletter	▲	▲
Channel Marketing Support	▲	
Marketing Development Funds - MDF	▲	
Sales Lead Program	▲	
Business Development Support	▲	
<b>Technical Support:-</b>		
Not For Resale (NFR) – for demo and Internal purposes only(Subject to limits)	▲	▲
Technical Support Assistance in line with Baronscourt Agreement	▲	▲
Internal Use Licenses only	▲	
Technology Previews	▲	
Involvement in customer testimonials	▲	
Baronscourt sales support during the lifecycle of the project	▲	
Participation in Pre release Program	▲	
Participation in Beta Program	▲	
Free instructor lead training	▲	

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**The demand is there in your existing customer base for a trusted Partner to provide a real world solution to Compliance and IT Security awareness needs**

See what the MetaPartner program can do for your business. For more information and to apply, visit [www.metacompliance.com](http://www.metacompliance.com) or contact Baronscourt at [info@eu-baronscourt.com](mailto:info@eu-baronscourt.com).



MetaPartner®  
Gold™



MetaPartner®  
Silver™

## THE METAPARTNER PROGRAM

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