



Data Security Partner Incentives: Effective June 1, 2017

Informatica Data Security helps organizations reduce the risk of data breach, support audits for compliance of industry and privacy regulations, thwart insider abuse, and protect sensitive and confidential data. Informatica's Secure@Source solution provides 360° visibility of sensitive data and analyzes and ranks sensitive data risk. It identifies where data is created and consumed so that organizations understand data location, risk, and proliferation to provide a complete picture of sensitive data for remediation and risk management.

Informatica is excited to announce the following incentives for resell partners for opportunities with Secure@Source. Refer to the Informatica Partner Program Guide for resellers for complete program benefits.

1. Increased Discounts for Secure@Source SKUs, both Subscription and Perpetual

	N. America	EMEA	LatAM	APJ
Secure@Source Subscription	45%	45%	45%	50%
Secure@Source Perpetual	62%	68%	70%	69%

Contact your Authorized Informatica Distributor for details.

2. 20% rebate for new Secure@Source customers

Eligible partners can earn a back-end rebate of 20% for Secure@Source sales to new customers. Qualifying revenue for this rebate is not eligible for other Informatica Partner Program rebates (cloud, new customer, etc.). However, this rebate is "stackable" with all other Partner Program rebates. The rebate will be paid in accordance with all other program rebates. Refer to [the Informatica Program Guide for Resellers](#) for complete details. View the details of your Informatica Partner Program rebate benefits on the [Informatica Partner Funds Portal](#).

3. \$10,000 Market Development Funds Starter Pack

[Sales](#), [technical](#) and [implementation](#) training for all of Informatica's Data Security products, including Secure@Source is available on the partner portal.

Be sure to visit the [Product Section of PARC](#) for first-call customer presentations, product overviews and much more.

Need help?

The Data Security Channel team is here to help. Email us at partners@informatica.com.