

What are the partner levels in the F-Secure Partner Program?

F-Secure Certified Silver Partner

To become a Silver Partner, you will need to:

- Attend the F-Secure sales training program
- Register at www.f-secure.com/partners

You will then receive a welcome kit, a link from F-Secure's website to yours, free software for using F-Secure antivirus products in-house (up to 5 licenses) and access to sales leads and reseller tools.

F-Secure Certified Gold Partner

To become a Gold Partner, you will need to:

- Attend and pass the F-Secure sales training program
- Attend and pass the F-Secure technical training program
- Achieve quarterly and annual sales targets as defined in a business plan
- Attend quarterly review meetings

As a Gold Partner you will receive additional free software for in-house use (up to 20 licenses) as well as 24/7 post-sales support. We will also provide you higher discounts, prioritized sales leads, access to special bids and comprehensive marketing support.

	Silver	Gold
Partner benefits		
Authorisation to sell F-Secure corporate security products	●	●
Reseller Welcome Kit	●	●
Access to Partner Extranet	●	●
Access to Gold Partner Extranet		●
Use of F-Secure Certified Partner logo	●	●
F-Secure renewal reminder service	●	●
Link from the F-Secure website to reseller's website	●	●
Free licenses for using F-Secure antivirus products in-house (limited)	●	●
Business hour phone access to Partner post-sales support from F-Secure*	●	●
Free 24/7 phone access to Partner post-sales support from F-Secure		●
Monthly e-mail newsletter (by subscription)	●	●
Access to F-Secure sales leads	●	○
Access to special bids		●
F-Secure account management		●
Higher product discount		●
Partner logo on the F-Secure website		●
Marketing assistance (rules apply)		●

	Silver	Gold
Partner requirements		
Annual participation in F-Secure sales training	●	●
Annual participation in F-Secure technical training		●
Proactively sell and renew F-Secure antivirus licenses	●	●
Provides first line support to the end users		●
F-Secure certified sales and technical representatives		●
Business plan and volume commitment		●
Quarterly executive review meetings		●
F-Secure demo capabilities		●

- * English/German/French
- Prioritized

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PARTNER UP FOR PROFIT

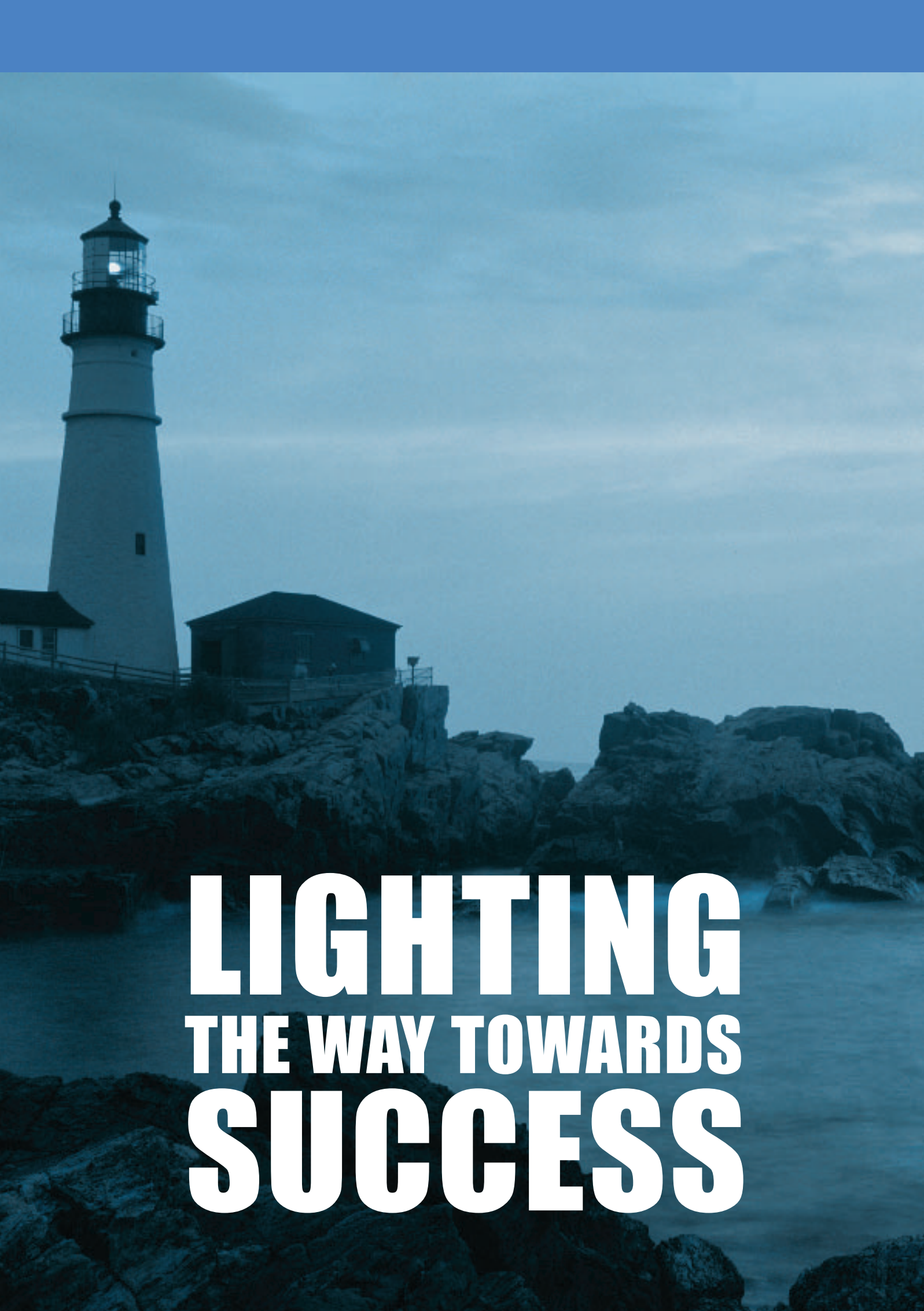
How do I become an F-Secure Partner?

For more information, contact your local Channel Manager or complete the partner registration form at www.f-secure.com/partners. An F-Secure Channel Manager or a representative from our distribution partner will contact you shortly.

www.f-secure.com/partners



BE SURE.



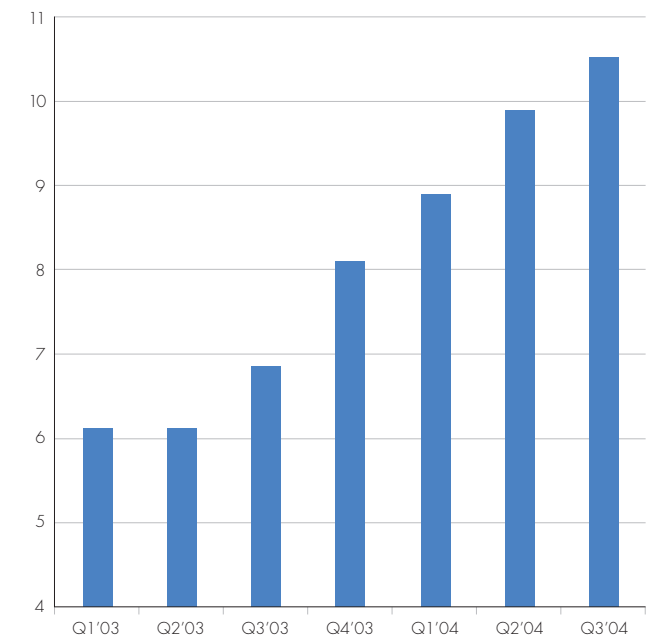
LIGHTING THE WAY TOWARDS SUCCESS

Why become an F-Secure Partner?

Working with F-Secure is a profitable way to grow your business. Not only can you provide your customers with award-winning IT security solutions, you can also benefit from our competitive pricing structure, enabling you to earn good margin and increase profitability. F-Secure operates a 100% Channel Policy – we encourage all our corporate customers to purchase via our trusted network of authorised partners, helping to protect your status as their preferred supplier.

Working with F-Secure is easy. You'll have a dedicated Account Manager who can assist you with every aspect of working with F-Secure. Your Account Manager will work closely with you to define and implement sales and marketing programs to promote F-Secure solutions and help grow your business. We will work with you to develop marketing initiatives and campaigns to help you promote and sell F-Secure solutions to your customer base. As a vendor, we recognise the importance of building our brand and generating strong demand for our products, helping to drive revenue for both F-Secure and our valued partners. You'll also have access to our partner web services as well as FREE 24x7 technical support for you and your customers.

Becoming a partner is a win-win situation. You earn more money and F-Secure's products reach more end users. We know that working together with committed people like you is the best way to reach our target group.



The graph shows a 50% growth in the use of F-Secure antivirus with intrusion prevention from Q3'03 to Q3'04, illustrating the corporate customer's shift from traditional antivirus software.

Security and Partnership Go Hand-in-Hand

Who are we?

Established in 1988, F-Secure is a leading computer security vendor. We protect businesses from internet security threats such as viruses, as well as providing parental control, desktop firewall with intrusion prevention, anti-spam and spyware solutions. We're always one step ahead of the next threat so users can feel safe with our reliable, proven technology. Our products have been tested for performance and reliability with excellent results*, and we've received numerous awards, including the Editor's Choice from Personal Computer World magazine and the Editor's Choice Award from PC Plus Magazine.

*Virus Bulletin's VB 100% test, West Coat Labs' Checkmark tests

Who are you?

If you're reading this, you're probably a reseller of IT software and services. Perhaps you're missing a security solution, or the existing security services you provide aren't enough. Maybe you're looking for another reliable, leading-edge company to partner with. The F-Secure Partner Program gives you profit through partnership.