



### Deal Registration

Additional margin provides protection from competitors and Apptega direct sales with 90 day Deal Registration



### Adjacent Technologies

Recurring SaaS revenue and hardware to meet requirements uncovered during framework compliance review



### Maintain High Margins

Deal registration and minimal partner overlap in markets minimize pricing pressures from competition

# Benefits of Being an Apptega Partner



### Increase Customer Security Spend

Upsell additional security offerings uncovered through insights gained through delivery of Apptega platform



### Increase New Customer Acquisition

Annual recurring revenue for every new customer added to the platform



### Increase Services Revenue

Deliver custom implementation services to further success towards customer's compliance framework

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