



The Micro Focus Partner Program

Rewarding your investment. Ensuring customer success.

Micro Focus is a global infrastructure software company with 40 years of experience in delivering and supporting enterprise software solutions.

- The channel is critical to our business success
- Partners extend our global reach and coverage
- Customer success depends on exceptional product implementation together with the complementary skills that specialist partners bring



\$1.4bn
Annual Revenue

80+
Offices Worldwide

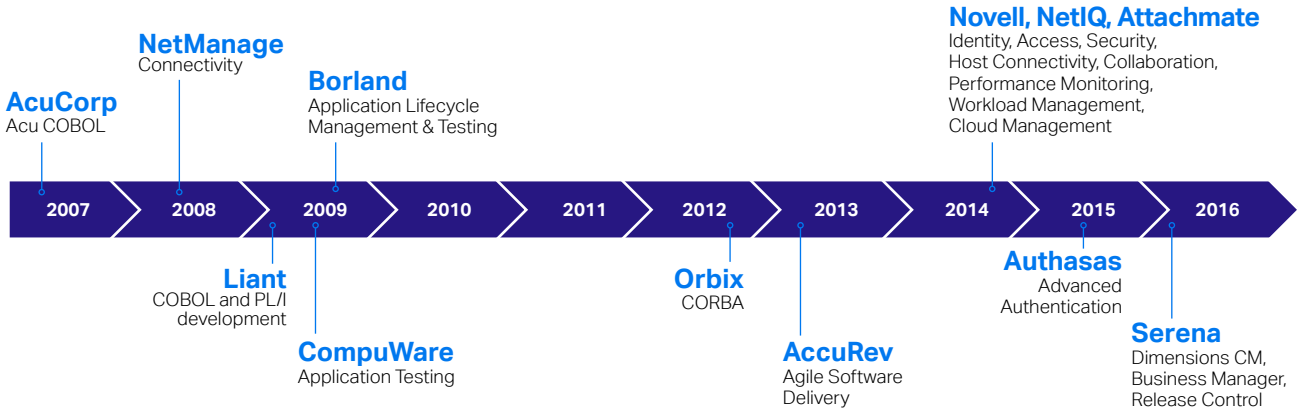
20,000+
Customers

4,500+
Employees

5,000+
Partners

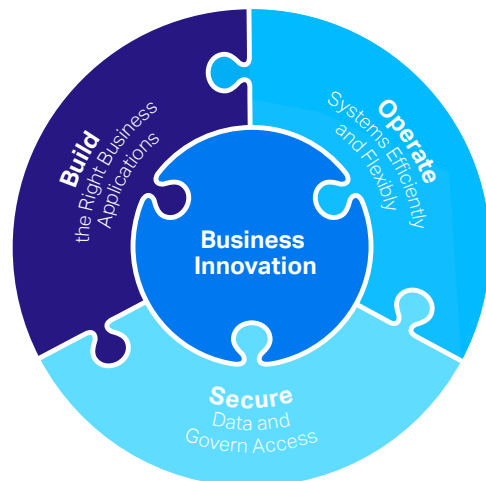
The Micro Focus Product Portfolio

Key Acquisitions



Our extensive product portfolio is focused on three primary capabilities – to **build, operate** and **secure** critical business applications and infrastructure:

- **Build** the right business applications to improve project efficiency and ensure a consistent user experience
- **Operate** systems efficiently and flexibly to meet shifting business needs and manage cost, risk and speed
- **Secure** data and govern access to meet compliance requirements and protect sensitive data and intellectual property



Our Solution Areas

Develop core competencies in one or more of our solution areas:



Identity, access and security management

Manage the complexity of hybrid environments with our industry leading Identity-Powered Security solutions



Workload management

Complete data center transformation quickly and efficiently with PlateSpin – automatic, unattended high-speed physical, virtual or even cloud workload migrations



Testing

Validate continuously with Silk automated testing solutions for complex, cross-platform applications



Endpoint management

ZENworks cuts costs, saves time and increases workforce productivity



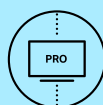
Collaboration, file and networking services

Enhance user productivity and simplify your network and file management systems



Application modernization

Modernize COBOL and PL/1 applications using Agile, DevOps and next-gen technologies



Terminal emulation

Modernize the host-access experience for users and IT

Benefits for Partners

• Partner Portal

Gain access to a wealth of tools and information via an intuitive online/mobile resource center

• Sales enablement

Gain access to the same collateral and training materials available to Micro Focus' sales force

• Partner-use software

Enhance your ability to recommend and support solutions by building testing environments and pilot deployments

• Opportunity support

Team with Micro Focus direct sales representatives to win new business

• On-demand technical training

Gain valuable technical insight by participating in deep-dive training delivered by our experts

• Technical support

Access the Micro Focus knowledge base and technical forums to solve implementation queries

• Additional benefits

Regular email updates and alerts, access to the Partner Help Desk, product announcements, discounted training rates and purchase benefits, Brand Central marketing support and more

The Micro Focus Partner Program – Partner Tiers

Our Partner Program is based around two tiers: Registered Partners and Premier Partners.

Registered Partners

To sign up to become a Registered Partner simply complete the registration form on the Partner Portal.

Premier Partners

Premier Partners enjoy considerable enhanced benefits based on certification and accreditation attainment. Typically specializing by solution area, you will work closely with a dedicated Partner Executive to develop and implement a joint annual business plan.

Contact your regional Partner Executive to upgrade.

Register Now!

Take the next step to becoming a Micro Focus Partner at www.microfocus.com/partners