

■ PARTNER PROGRAM

Growing together with Confidential Computing.



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01

Program overview

One partner status, four principles.

A **simple, transparent and performance-based** collaboration with sales, consulting, integration and service partners.

THE FOCUS

The enclave Partner Program is designed to make exactly this kind of collaboration possible. It focuses on shared growth, successfully positioning enclave solutions in the market, and providing lasting support to joint customers.

ONE STATUS FOR ALL

The program deliberately avoids complex partner tiers such as Gold, Silver or Bronze. Instead, there is a single enclave Partner status that gives every qualified partner the same opportunities and benefits.

GoldSilverBronze

enclave Partner

■ FOUR PRINCIPLES

01

Simplicity

One partner status, no complex tier models.

02

Transparency

A clear discount structure and an unambiguous deal registration process.

03

Growth

Driving joint business development and winning projects together.

04

Partnership

Close collaboration between the sales, technical and management teams of both companies.

02

Partnership requirements

Organizational and business requirements.

To join the enclave Partner Program, the following requirements must be met.

ORGANIZATIONAL REQUIREMENTS

The partner appoints at least:

2

Sales contacts (Sales Representatives)

1

Technical contact (Technical Lead / Solution Architect)

These contacts serve as the primary interface between the partner and enclave.

BUSINESS REQUIREMENTS

The partner commits to:

- Actively marketing and positioning enclave solutions
- Complying with the enclave sales guidelines
- Registering sales opportunities in line with the deal registration process

QUALIFICATION

Training, certification and enablement programs will be provided in the future. Participation in these trainings may become part of the program at a later stage.

03

Partner benefits

Sales, marketing and technical support.

Every authorized enclave partner gets access to:



Sales

- Registered partner status
- Sales support from enclave
- Support in customer meetings
- Joint opportunity management
- Deal protection through deal registration



Marketing

- Access to marketing materials
- Product presentations
- Reference architectures
- Solution Briefs
- Use Cases



Technical support

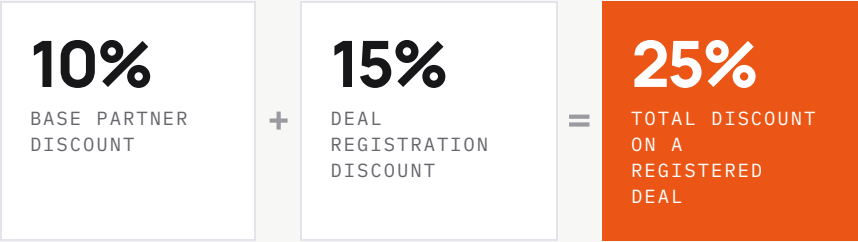
- Technical support for projects
- Support with proofs of concept (PoCs)
- Access to product information and technical documentation

04

Discount model

Software, services and discount overview.

Software licenses and subscriptions



Every authorized enclave partner receives a standard discount of 10%. For actively registered sales opportunities, enclave grants an additional 15% discount.

REQUIREMENTS

- Complete the official deal registration form in full
- Successful submission and approval by enclave

■ DISCOUNT OVERVIEW

CATEGORY	STANDARD DISCOUNT	WITH DEAL REGISTRATION
Software & Subscriptions	10%	25%
Professional Services	10%	10%
Support Services	10%	10%

Service and support

SERVICE	DISCOUNT
Professional Services	10%
Implementation services	10%
Support services	10%

No additional deal registration benefits apply to services. The 10% base discount applies regardless of deal registration.

05

Deal Registration program

Deal registration protects the partner’s investment in identifying, developing and supporting new sales opportunities.

STEP 1 Identify the opportunity The partner identifies a new opportunity.	STEP 2 Complete the form The partner completes the official deal registration form in full.	STEP 3 Submit The form is submitted to enclave.
STEP 4 Review enclave reviews customer status, opportunity status, existing registrations and sales potential.	STEP 5 Approval The opportunity is approved.	STEP 6 Discount The additional 15% deal registration discount is granted.

DEAL PROTECTION

Once approved, the partner receives:

■ Protection of the opportunity for the defined registration period

■ Priority support from the enclave sales team

■ The additional deal registration discount

PLEASE NOTE

enclave reserves the right to review registrations in cases of inactivity or lack of progress, and to revoke them if necessary.

06

Roles and responsibilities

What partners and enclaive each contribute.

Partner

The partner commits to:

- Registering opportunities early
- Actively supporting customers
- Presenting enclaive solutions professionally
- Keeping the sales process transparent
- Keeping technical and sales contacts up to date

enclaive

enclaive provides:

- Sales support
- Technical support
- Deal registration management
- Marketing and product information
- Support with quotation processes

07

Program governance

Future extensions and requirements at a glance.

The partner program is reviewed and developed on a regular basis. Possible future extensions include:

- Technical training
- Certification programs
- Specializations
- Marketing Development Funds (MDF)
- Joint go-to-market initiatives

■ AT A GLANCE: PARTNER REQUIREMENTS

- 01

2 named sales contacts
- 02

1 named technical contact
- 03

Participation in the deal registration process
- 04

Active marketing of enclave solutions

A lean, easy-to-understand and scalable partner program that rewards partners for active selling while keeping administrative effort to a minimum.

NEXT STEP

Become an enclave partner.



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GET IN TOUCH

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ABOUT US

enclave builds the post-quantum secure, confidential multi-cloud platform that keeps data encrypted at rest, in transit and in use: encrypted even while being processed. Regulated industries run any workload on any cloud without trusting the infrastructure beneath it. enclave secures Germany's GovTech-Platform and joined the NATO DIANA 2026 cohort.