



## LookingGlass Partner Program

Joining Estorian's Partner Program means taking your business to the next level of success. Estorian's resources are designed to help you increase your bottom line, expand your reach in the marketplace and develop new business opportunities. Through combined efforts, both companies increase revenues by leveraging the best of breed software, services and support for your customers.

### Estorian Partner Program

All newly enrolled partners enter the Estorian Partner Program at the Registered Partner level. To become a Registered Partner, partners must complete a program application [www.estorian.com/Partner/EPP\\_Application.pdf](http://www.estorian.com/Partner/EPP_Application.pdf). New partners will also be asked to sign a non-disclosure as part of the enrollment process. Partners may be promoted through the Estorian Partner Program levels by achieving the requirements described below.

### Requirements Details

Completion of application process found at [www.estorian.com/Partner/EPP\\_Application.pdf](http://www.estorian.com/Partner/EPP_Application.pdf). Send the completed application to [partners@estorian.com](mailto:partners@estorian.com). The application is subject to review and acceptance by Estorian (existing partners do not have to re-apply). Partners will also be required to accept the program terms for participation.

### Minimum mailbox targets

Partners must commit to grow and meet an annual mailbox minimum in terms of new sales made. Mailbox targets determine partnership levels as detailed in the tiers below. Estorian will entertain proration of the annual target if partners join the program later in the fiscal year. The performance year commences in April and runs through the end of March in conjunction with Estorian's fiscal year.

### There are three tiers to the Partner Program:

- **Bronze:** Annually selling at least 1,000 mailboxes
  - Use of the LookingGlass software for internal company email
- **Gold:** Annually selling at least 5,000 mailboxes
  - Use of the LookingGlass software for internal company email
  - Phone and Email Support
- **Platinum:** Annually selling at least 10,000 mailboxes
  - Use of the LookingGlass software for internal company email
  - Phone and Email Support
  - Inclusion on the LookingGlass Advisory Council where product futures are established and prioritized.

[www.Estorian.com](http://www.Estorian.com)

15400 SE 30<sup>th</sup> Place, Suite 200, Bellevue, WA 98007  
t/866.ESTORIAN f/425.709.2900



Please fill out the application form below. A Symantec representative will review your application and contact you for further information.

[View Symantec's privacy policy](#)

\*Indicates a required field.

\*Partner Category:

 [Help](#)

\*Language:

### Company information

\*Country:

\*Company Name:

Alternate Company  
Name:

\*Website:

\*Work Telephone:

\*Fax Nr:

Sales Tax Reference Number:

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# ESTORIAN®

## Company & Mailing Address

\*Address:

\*City/Town:

\*Postcode / Zip Code:

\*

State / Province / County:

## Information

\*Salutation:

\*Contact First Name:

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\*Contact Last Name:

Middle Initial:

\*Job Title:

\*Job Description:

\*E-mail address:

\*Direct Telephone:

\*Fax Nr:

Cellular / Mobile Telephone:

## Primary Contact Information

Same as Company Mailing Address

\*Address:

\*City/Town:

\*Postcode / Zip Code:

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\*Country:

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State / Province / County:

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