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## Adobe Security Partner Community Details & Application

Thank you for your interest in joining Adobe's Security Partner Community (SPC).

By becoming part of this Community, you join other distinguished companies that offer a wide range of products enabling customers to either take advantage of the many information assurance features offered by Adobe products or to create new opportunities for usage in markets and applications not previously anticipated.

The SPC's goal is to create a comprehensive structure of best-of-breed products and solutions backed by top partners with concrete and targeted vertical market experience. To do this, Adobe and each Partner will create a "go-to-market" document that outlines vertical market focus and references, joint marketing activities, roadmap milestones, tradeshow schedules, and mutual requests. Both parties will sign off on the document and it will become the basis for our relationship and interaction with each other.

Benefits of the Adobe Security Partner Community include:

- Listing on Adobe's SPC website ([partners.adobe.com/security](http://partners.adobe.com/security))
- Invitation to the annual Security Summit to preview Adobe products and solutions and meet with other partners
- Opportunities for in-depth collaboration with Adobe's security and sales teams to pursue key verticals and joint customers
- Opportunities to participate in webinars and promotional activities on a wide variety of information assurance issues
- Regularly scheduled meetings with Adobe to synchronize marketing and product roadmap plans and highlight key revenue-generating opportunities
- Invitations to beta test new Adobe security products
- More to follow!!!

To join this program, your company and solution must meet the following terms and conditions.

1. Your company must maintain a Basic level membership (or above) in the Adobe Solution Partner Program. Details, benefits, and an application for this program can be found at: <http://partners.adobe.com/public/asn/solutionpartner/detail.html> .

2. Your security solution must be a compelling compliment to Adobe's products, offer a strong value proposition to customers, and be commercially available for purchase and use.
3. Your company must provide a demonstration of your solution working in conjunction with Adobe Acrobat, Connect, Reader, LiveCycle and/or Flex. The demonstration can take place in person or via online conferencing software. Once your application is received, you will be contacted to schedule the demonstration.
4. Your company must provide a URL for a page on your Web site that describes your security solutions for Adobe. A link to your company's home page or other general page is not sufficient. Instead, you must provide a link to a page that has more specific and useful information for our joint customers. For example, [www.\[yourcompany\].com/partners/adobe.html](http://www.[yourcompany].com/partners/adobe.html)
5. Your landing page must have information on how to purchase your solution or plug-in. If your plug-in is available for free, your page must include links to download it.
6. Your company must fully complete the attached application, including information on vertical markets served, product categories, contacts, etc.
7. If your company has already sold the solution into a customer in coordination with an Adobe product, please provide a customer reference. Please note if this information is public and can be shared. If you prefer, this information can be provided after the signing of a mutual NDA (please note as such on the application).
8. The listing you provide for the Adobe Web site must be between 100 and 150 words. It should contain company and solution-specific information.
9. You must select which category your security product fits best. If your solution fits multiple categories, please note as such. You may use the same URL for both categories, or you may provide unique ones for each.
10. Within 45 days of being accepted into the program, your company must provide a short recorded presentation, white paper and/or demonstration (as applicable) of your solution to be posted on the Adobe Security Solution Partner website. Details on content will follow your acceptance.
11. Adobe Acrobat is localized in many languages. There will be dedicated partner pages for each of these languages. If your solution is localized, sold, or supported in a language other than English, you may request a posting on a localized page. Your company will be responsible for translating the content (100-150 word description) on this page as well as hosting a page on your Web site in the same language.

Please electronically submit this form by clicking on the 'Submit' button at the top of the application.

If you have any questions, or would like to request clarification on the application, please contact John Harris, Manager, Security Alliances, at [jbharris@adobe.com](mailto:jbharris@adobe.com) or 408-536-6141.