

# Okta Incentive - Do More, Earn More:

Deal Register your Opportunities and earn 5% extra discount

Okta is here to help you earn big through simple incentives. Register your opportunities and earn 5% extra discount. IT'S SIMPLE!

## Customer challenge

To date, there's no single platform that can deliver all the functionality needed in today's eclectic digital workplace. Most companies use a mix of suites, sometimes utilising both cloud and on-premises solutions, to fit their particular needs. It's a best-of-breed approach, and it requires a solution that can seamlessly integrate the various platforms—as well as a system to deftly manage the identity and access between them.

## Solution

This is why identity and access management (IAM) is so critical. An IAM platform can provide that seamless integration, enabling the secure authentication needed in this heterogenous, distributed technology landscape. Okta's cloud-based IAM solutions does this and more—it covers the landscape. And we want to help you sell more of it!

## What do you get out of our Q4 Partner Incentive program:

### Incentive Overview

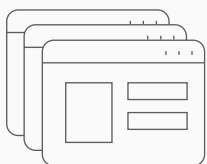
- Receive 5% extra discount on Okta licenses for each **accepted** deal-registration
  - Deal registration for net-new logos only
  - Partner must add "Do More, Earn More Program DACH Q4" on the deal registration form under "What Okta Campaign is this opportunity tied to?"
  - An Okta deal registration is valid for 120 days as outlined in the Okta Partner Connect Engagement Guide – exceptions apply and are determined by Okta and the partner

### Benefits

- Earn incentives for finding net-new logos
- Build pipeline for quarters to come
- Receive additional discount, on top of the discount given through Exclusive Networks already

### Participation Terms

- Solution Provider with an authorised Okta Partner agreement
- Partner must be invited by Okta/Distributor to participate
- Program is valid from November 16 to January 31st
- Distributor is responsible to acknowledge 5% extra discount
- This incentive is not applicable to Okta Education or Professional Services
- This incentive is not valid in conjunction with other Okta promos ie. Emergency Remote Working Offer!
- *Exclusive Network Sales rep must register partner opportunity via the Okta Partner Community and under "Okta Campaign" add "Do More, Earn More Program DACH Q4".*



#### OKTA DEAL REGISTRATION

All meetings initiated or sourced by partner must be registered and accepted to receive the incentive.

**Exclusive Networks responsible for registering your opportunities on the Okta Partner Community:**

<https://partner.okta.com>

#### QUESTIONS OR NEED HELP SELLING?

Contact your dedicated Okta Regional Alliances Manager or email:



Daniel Roppert, Regional Alliances Manager DACH  
+ 49 151 67854594 or [daniel.roppert@okta.com](mailto:daniel.roppert@okta.com)

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### Why do companies buy Okta?



#### Increased efficiencies and more time for IT

Every business wants to be more efficient—but not at the cost of security, profitability, and growth. This means figuring out how they can sharpen business processes—whether by automating mundane, repetitive tasks, or freeing IT’s time by implementing software and IAM solutions that allow them to better handle requests. Organisations who have implemented Okta have seen a 57%\* reduction in password-related helpdesk ticket boosting service standards and improving the user experience.



#### Greater productivity thanks to automated provisioning

Improving productivity also helps organisations become more profitable and achieve sustainable growth—but they cannot be productive enough to grow their businesses if they’re caught up with bureaucracy. Organisations who have implemented Okta have seen a 30 minute reduction on every application provision request and saved 30 minutes on determining and configuring groups and entitlements. Additionally, they saved \$20 per user in preparing for audits each year.



#### Improve M&A Agility

In today’s competitive business climate, mergers and acquisitions have become a key component of many growth strategies. But M&A is not without downside and risk. Much of this risk stems from technology, and can lead to delays, unproductive employees, under-serviced customers and security vulnerability if not carefully managed. Identity is the element that links so much technical and human change inherent in M&A. Organisations who have implemented Okta have seen a positive return on investment from M&A, leading to efficiency, accelerated growth and enhanced security.



#### Cost savings (to the tune of thousands annually)

Cost reduction is a primary focus for any business. By implementing Okta, organizations could see annual time savings in password-related helpdesk tickets equal to \$16\* million and further annual savings of over \$800,000\* in provisioning requests.



#### Secure and frictionless employee and customer experiences

Security is a growing concern for any organisation operating in today’s digital world. To navigate an increasingly hostile security landscape, organisations need an IAM solution that secures their environment and provides a frictionless user experience. Okta reduced the likelihood of a security breach for 76%\* of organizations, and this protection could save the average organization over \$1.6 million



#### IT modernization and a smoother path to the cloud

As cloud and mobile solutions mature, organisations are embracing the new functionalities and multiple business benefits these platforms have to offer. However, the distributed nature of IT infrastructures built on cloud and mobile services can make them challenging to modernise, meaning a centralised identity solution is crucial to removing friction and making the system accessible to all users. Okta’s customer research shows that 83% percent of these customers said that Okta’s solutions increased their productivity\*.

\*THE IMPACT OF IDENTITY, 2017

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