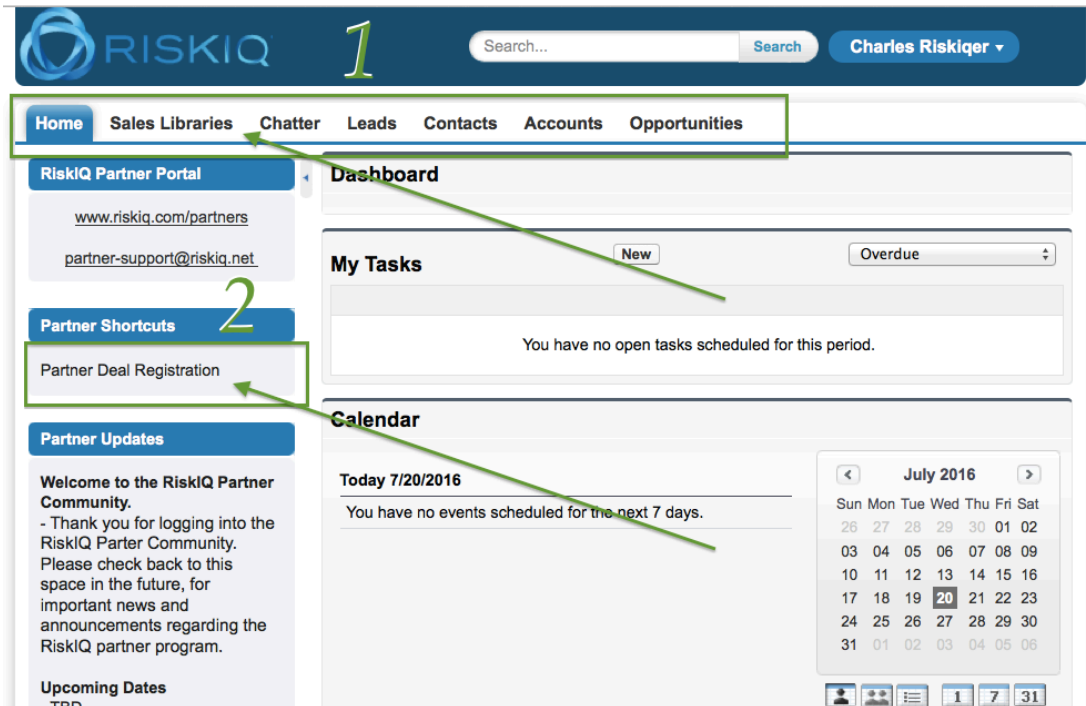


Title: Partner Community Portal
Date: July 2016
Purpose: This document provides a quick overview of the RiskIQ Partner Community Portal. The portal is used for deal registration, account management, opportunity pipeline management, and accessing sales and marketing files.

1. **Web Address:** To start, please login to the portal:
<https://riskiqconnect.force.com/partners/login>

Note: First time users will receive an email with embedded code to log you in with a one-time temporary password. Also, first time users will be asked to read and accept a short online agreement.

2. **Home Screen:** The home screen contains the menu bar (1) and the activity panel (2)



Sales Libraries = Resource files you can view or download. These include sales tools, product sheets, presentations, and marketing collateral.



Information for Partners

The library section has two main parts. Resources appropriate to specific regions are gathered in collections (1). The most recent/newest resources are displayed in (2).

My Sales Libraries

Actions	Sales Library Name
Browse	AMER Channel Partner Content
Browse	APJ Channel Partner Content

Top Content

Category:

Title	Author	Publication Date
RiskIQ Digital-Footprint_US	Andrew Minko	1 week ago
RiskIQ External-Threat-Detection-Suite	Andrew Minko	1 week ago
RiskIQ Anti-Phishing	Andrew Minko	1 week ago
RiskIQ Domain Infringement	Andrew Minko	1 week ago
RiskIQ Social Media	Andrew Minko	1 week ago
RiskIQ Mobile Threats	Andrew Minko	1 week ago
EN RiskIQ Product Overview May 2016	Andrew Minko	3 weeks ago
JP Video RiskIQ External Threat Management	Andrew Minko	3 weeks ago
JP 1 RiskIQ Anti-Phishing Technology_JA	Andrew Minko	3 weeks ago
JP 2 RiskIQ DigitalFootprint_US_04.28.2016_JA	Andrew Minko	3 weeks ago

[Show All](#)

Chatter = a communication utility for making comments that you can share with others on your team and your RiskIQ channel sales manager.

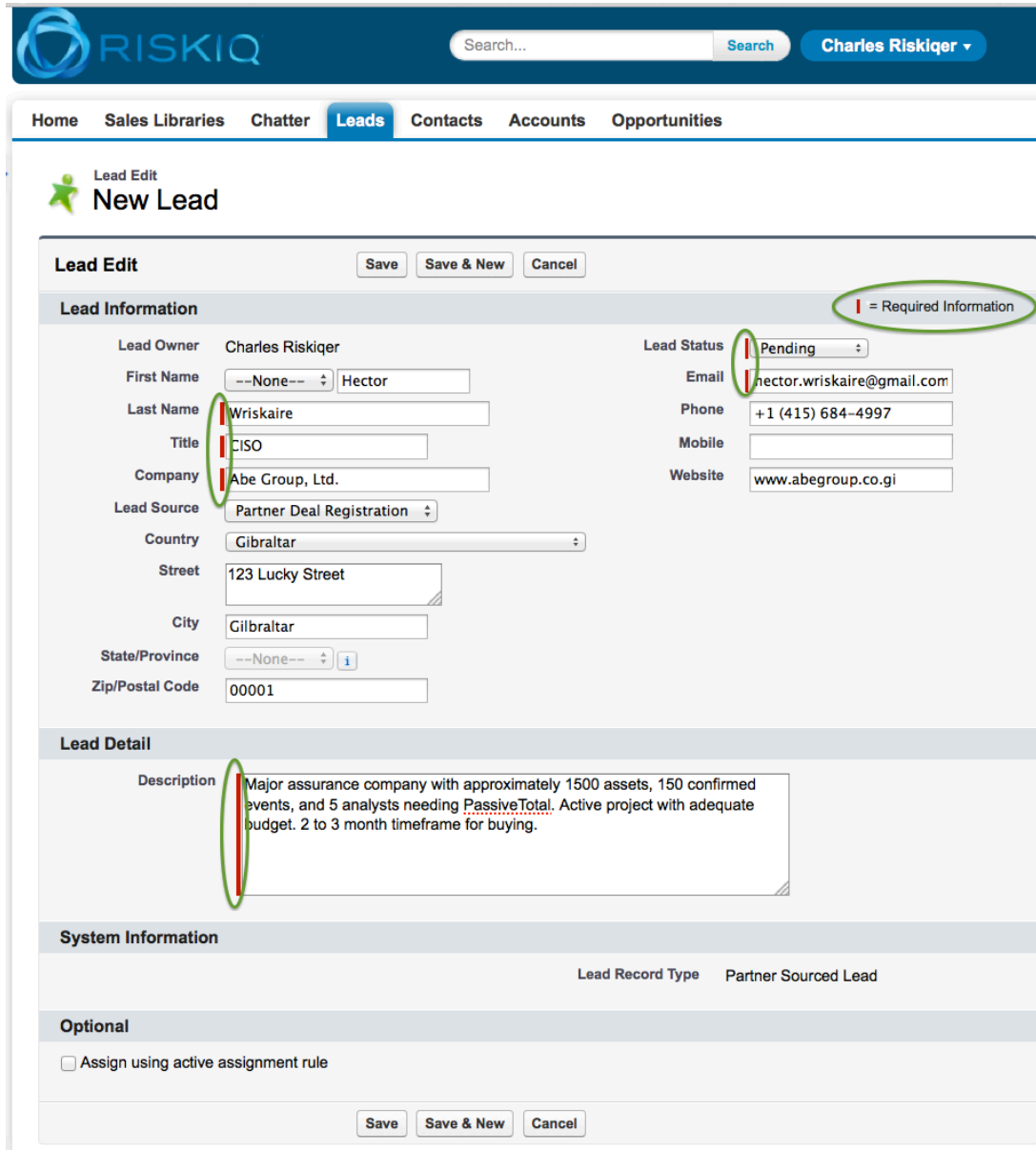
Leads = People to whom you are actively selling. Deal registrations typically start with a lead. When the lead is qualified by both you and the RiskIQ channel sales manager, the deal registration is accepted and converted to an opportunity.

Contacts = People who are part of account with one or more opportunities.

Accounts = Detailed information about individual companies (including shipping and billing information).

Opportunities = The specifics of a transactions including products, services, quantities, and timeframes.

3. **Deal Registration:** To start a new deal registration, please create a lead. Below is an example of the lead information needed. Please use the description box to describe the prospect's business, estimated size of the deal, the probability of an active project with budget, and estimated timeframe.



Lead Edit [Save] [Save & New] [Cancel]

Lead Information [i] = Required Information

Lead Owner: Charles Riskiqer

Lead Status: Pending

First Name: --None-- | Hector

Email: Hector.wriskaire@gmail.com

Last Name: Wriskaire

Phone: +1 (415) 684-4997

Title: CISO

Mobile:

Company: Abe Group, Ltd.

Website: www.abegroup.co.gi

Lead Source: Partner Deal Registration

Country: Gibraltar

Street: 123 Lucky Street

City: Gibraltar

State/Province: --None--

Zip/Postal Code: 00001

Lead Detail

Description: Major assurance company with approximately 1500 assets, 150 confirmed events, and 5 analysts needing PassiveTotal. Active project with adequate budget. 2 to 3 month timeframe for buying.

System Information

Lead Record Type: Partner Sourced Lead

Optional

Assign using active assignment rule

[Save] [Save & New] [Cancel]

4. **Deal Registration Review Process:** The process for reviewing, approving, or declining a deal registration follows these steps.
- Partner registers a new deal through the partner portal
 - Internal review with decision within 2 business days
 - Registered lead converted to "Stage 1" opportunity



Information for Partners

- d. Opportunities managed jointly between RiskIQ sales team and partner
- e. When deal is won and closed: The sales order is executed and a confirmation provided to the partner
- f. Partner commission disbursed according to the agreement contract

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