# Netskope Service Delivery Specialization Program

Netskope is passionate about delivering extraordinary value to our customers through a highly qualified team of cloud security experts, which includes our very best partners. To that end, the Netskope Service Delivery Specialization Program is a specialization within the Evolve Partner Program for Netskope partner organizations who architect, deploy, and optimize Netskope Security Cloud products.

Service Delivery Partners are critical to Netskope customers' success and Netskope's continued growth. The Service Delivery Specialization Program provides recognition and opportunity for our partners with proven technical expertise, strong customer focus, and exceptional services reach and scale.

Refer to the requirements table below for more details, or contact us at PartnerSuccess@Netskope.com.

| REQUIREMENTS | | | | |
|---|---|---|---|---|
| **SERVICE DELIVERY SPECIALIZATION PROGRAM TIER** | **SELECT** | **ADVANCED** | **PREMIER** | **ELITE** |
| Netskope Security Cloud Activation & Adoption eLearning & Lab Course Completion | 2 | 2 | 3 | 4 |
| Netskope Certified Cloud Security Architect (NSK300) | 0 | 0 | 1 | 2 |
| Minimum Annual Customer Deployments | 2 | 2 | 4 | 8 |
| Cumulative ACV in Last Four Fiscal Quarters (USD) | <$50K | >$50K | >$50K | >$50K |
| Pending Handoff Documents by the End of the Fiscal Quarter | <20% | <10% | <10% | <10% |
| Deployed Customer Satisfaction (5 being most satisfied) | 4 out of 5 | 4 out of 5 | 4 out of 5 | 4 out of 5 |

| BENEFITS | | | | |
|---|---|---|---|---|
| **SERVICE DELIVERY SPECIALIZATION PROGRAM TIER** | **SELECT** | **ADVANCED** | **PREMIER** | **ELITE** |
| Netskope Professional Services Webinars | YES | YES | YES | YES |
| Deployment Questions in Netskope Support Portal    Text | YES | YES | YES | YES |
| Access to Deployment Documentation Resources | YES | YES | YES | YES |
| Listing on Netskope Website for Service Delivery | YES | YES | YES | YES |
| Promotion to Netskope Sales Teams | YES | YES | YES | YES |
| Discounted Partner Assistance Package | YES | YES | YES | YES |
| Partner Delivery Manager Meetings | Quarterly | Monthly | Biweekly | Weekly |
| Professional Services Engineer Meetings | Quarterly | Monthly | Monthly | Weekly |
| Slack Workspace with Netskope PS Engineer | NO | NO | YES | YES |
| Access to Professional Services Architect | NO | NO | NO | YES |
| Netskope Subcontracting Eligibility | NO | NO | NO | YES |

**Terms & Conditions:**

Netskope reserves the right to update this program's requirements and benefits as needed.

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