



BECOME A CATALYST

GLOBAL PARTNER



DIFFERENTIATE YOUR COMPANY BY OFFERING CATALYST'S SUPERIOR TECHNOLOGY

Catalyst's Global Partner Program is a network of end-to-end technology and service providers that help clients lower their total cost of discovery. Together, we integrate Catalyst's powerful web-based repositories and innovative software with services to cover the full spectrum of e-discovery—from identification and collection through review, production and presentation.

[Summit Program](#) | [Alliance Program](#) | [Referral Program](#)

Why Align with Catalyst?

Partners are a valued component of Catalyst's business strategy. We will invest in your success and reward your efforts. There are no financial investments or program fees required to join.

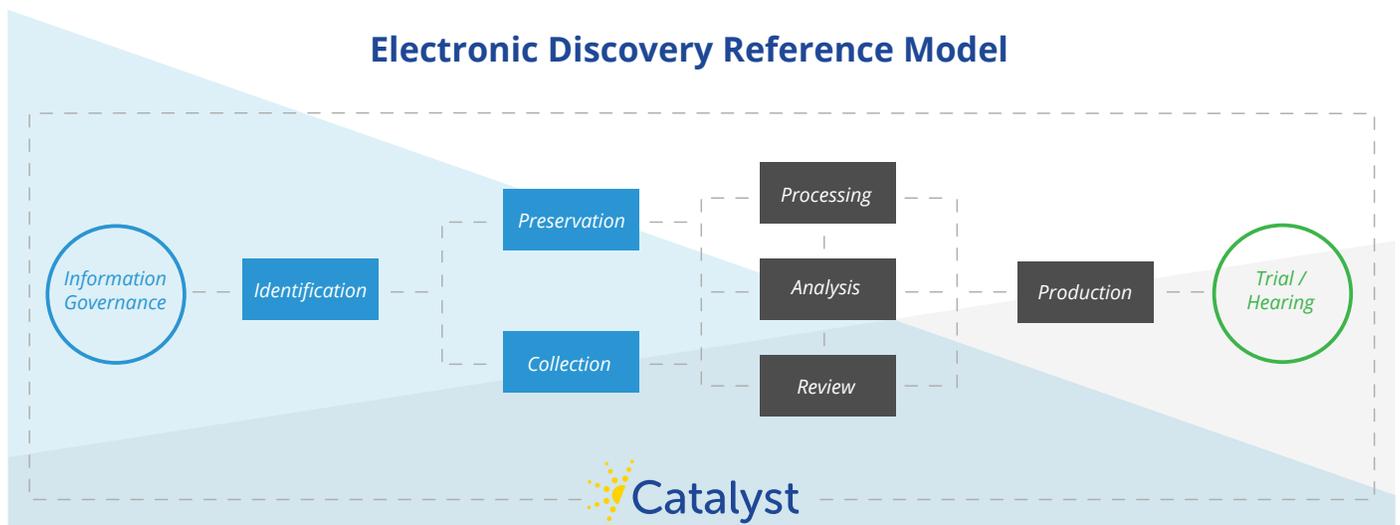
Catalyst offers Insight, Insight Predict and Insight Investigate as SaaS-based offerings with hosted review and capacity, subscription and per-doc pricing options. Partners benefit from bundled options that include professional services, training, technical support, certifications and marketing opportunities. See next page for details.

By Joining Our Global Partner Program, You Can:

- **Increase revenue.** Catalyst provides value, expertise and a truly consultative approach that results in greater client satisfaction and more enduring client relationships.
- **Differentiate from a "sea of the same."** Today's crowded market of 400+ Relativity providers compete on price and project management. Our partners enjoy differentiation and consideration during the sales process.
- **Leverage the leading SaaS e-discovery platform.** Insight is built for partner administration, control, data loading and productions—all with no CAPEX or OPEX.
- **Win with industry-leading analytics and TAR 2.0.** Shift the sales conversation from the price of e-discovery—which continues to fall—to reducing risk and the overall cost of review.
- **Bring true multi-matter enterprise e-discovery to your clients.** With Catalyst, clients pay once to process, store and review documents, but can reuse them in as many cases as needed.
- **Offer new innovative pricing.** We offer fixed fee, per record, ECA culling, investigations and a la carte pricing.

In a highly competitive and fragmented e-discovery market, Catalyst's innovative technology, experience and reputation can give your company a significant competitive edge.

Where Do You Fit In?



Program Levels

Our program has three levels to enable and reward your success. Each level has benefits and requirements that are tailored to support your sales model.



Summit Program

Summit is the highest tier in our program, and we work most closely with these partners. They are discovery leaders who have made significant investments in learning our platform and are fully trained and certified on all Catalyst software.



Alliance Program

Catalyst Alliance Partners are legal technology market leaders that provide complementary litigation support and e-discovery services that span the heart of the litigation lifecycle. This is our entry level.



Referral Program

This program is ideal for consultants and advisors who understand the differences in e-discovery technologies and the benefits to their clients. You can earn generous rewards for referring customers to Catalyst.

BENEFITS	SUMMIT	ALLIANCE	REFERRAL
Joint press release announcing the partnership	✓	✓	
Joint press release for new client wins	✓	✓	
Pre-sales training and technical resources	✓	✓	✓
Cross promotion on Catalyst and partner websites	✓	✓	✓
Access to partner portal and community	✓	✓	✓
Access to demo site	✓	✓	
Onboarding and sales training	✓	✓	✓
Discounts for hosting and services	✓	✓	
Joint marketing opportunities and funds	Priority	On Request	
Joint marketing webinars	✓	✓	
Joint roadshows	✓		
Assistance with joint client case histories	✓	✓	✓
Co-branded presentations and marketing materials	✓		
Social media support	✓	✓	

Program Requirements

When you apply for membership, you do not need to select a specific partner program. New partners enter the Catalyst Global Partner Program at the Alliance or Reseller levels and may advance to Summit level upon achieving specified revenue targets and adhering to the program requirements.

REQUIREMENTS	SUMMIT	ALLIANCE	REFERRAL
Program fees	<i>None</i>	<i>None</i>	<i>None</i>
Partner agreement	✓	✓	✓
Catalyst certified demo and sales training	✓	✓	
Catalyst certified user certification	✓	✓	
Catalyst certified administrator certification	✓		
Catalyst certified Predict specialist certification	✓		
Maintain minimum revenue commitment	✓	✓	

➤ For more information, contact:

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About Catalyst

Catalyst designs, hosts and services the world's fastest and most powerful document repositories for large-scale discovery and regulatory compliance. For more than 15 years, corporations and their counsel have relied on Catalyst to help reduce litigation costs and take control of complex legal matters. To learn more, visit catalystsecure.com or follow the company on Twitter at [@CatalystSecure](https://twitter.com/CatalystSecure).



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