KnowBe4 Channel Partner Registration Form (Reseller)

Organization Details

Organization's Full Legal Name: ROYAL TECH GROUP SAS **("Partner")**

Organization's Principal Place of Business Address:

CRA 22C NO 68-65

BARRANQUILLA, COLOMBIA, 080016

City/State: BARRANQUILLA **Zip Code:** 080016

Country: COLOMBIA

Phone Number (including country code): 3155482662

Email: kevin.munoz@royaltech.group

Tax/VAT ID#: 9013946552

Website/URL: https://royaltech.group

Partner is agreeing to be bound by the terms and conditions of the corresponding agreements for such channel partner relationship with KnowBe4, Inc. and its affiliates ("KnowBe4") located at knowbe4.com/legal, or such other URL locations on KnowBe4's website as KnowBe4 may provide from time to time, including the terms and conditions linked and referenced below. Partner additionally agrees to utilize KnowBe4's Partner Portal as an authorized channel partner of KnowBe4 and agrees to comply with and abide by KnowBe4's Partner Program Guidelines, located at knowbe4.com/hubfs/KnowBe4_Partner_Program_Guide.pdf, or such other URL locations on KnowBe4's website as KnowBe4 may provide from time to time, and any related documentation.

Partner Designation:

- **Reseller** - As a reseller, Partner agrees to be bound by the terms and conditions of the Reseller Agreement located at knowbe4.com/reseller-agreement, or such other URL locations on KnowBe4's website as KnowBe4 may provide from time to time. *Description: Resellers are channel partners that resell KnowBe4's (subscription and/or professional) services to customers on a per organization and per seat basis (i.e., reseller will purchase subscriptions services by way of a quote or purchase order from KnowBe4 on a per customer basis to subsequently resell the subscription services to that customer on per seat basis for its users, using a business email domain name that the customer owns or is authorized by the domain name owner to use). Resellers may purchase either one-year or a multi-year subscription to KnowBe4's services in order to subsequently resell to customers. In accordance with KnowBe4's B2B service model, KnowBe4 only permits the reselling of its services to businesses in accordance with its Customer Terms of Service located at knowbe4.com/terms, or such other URL locations on KnowBe4's website as KnowBe4 may provide from time to time.*

- *Partner, as a Reseller, will Select one option from dropdown:* Offer customer(s) implementation, maintenance, and support services

Channel Partner Due Diligence Questionnaire:

KM
KM ***(Initial Here)*** **I agree that I have completed the required KnowBe4 Channel Partner Due Diligence Questionnaire** located at https://forms.gle/wNCKvFnP5yqg89e47, or such other URL locations KnowBe4 may provide from time to time. This questionnaire will need to be completed prior to being onboarded as a KnowBe4 authorized channel partner.
**Partner is required to complete and sign https://forms.gle/wNCKvFnP5yqg89e47 the certification via the linked form. This link will take you to a separate Google Form for completion.*

Attachments:

- **Attachment 1 - Territory - "Territory"** means the designated geographical area described in Attachment 1, where Partner is authorized to conduct its business under applicable law and the applicable partner agreement (i.e., sales, promotional, advertising, and marketing activities for the KnowBe4 Subscription Services). Partner may choose its Territory/Territories. If Attachment 1 is left blank, then the Territory will be defined as North America, which means Canada and the United States. Unless otherwise expressly permitted in writing by KnowBe4, Partner should only select Territories in which it has a physical presence.
- **Attachment 2 - Template Letter of Authorization -** If Partner is required to provide its customers or prospects with a letter of authorization evidencing that it is an authorized KnowBe4 channel partner, upon reasonable request, KnowBe4 may, in its discretion, provide a letter similar to the one attached in *Attachment 2.*
- **Attachments 3 and 4 - Compliance -** *By signing this KnowBe4 Channel Partner Registration Form ("Partner Form"), Partner agrees to be bound by this Partner Form, including any terms and conditions linked herein, that are relevant to the Partner's selected designation(s), or attachments attached hereto incorporated by reference. Partner additionally represents and warrants that it has accurately and honestly completed the information being requested within the Partner Form, the Partner Application and related onboarding/registration documents provided to Partner by KnowBe4 or its representatives for completion.*
  - **Attachment 3 - Certification of Compliance with Economic Sanctions and Export Controls**
  - **Attachment 4 - Certification of Compliance with Restrictions on Prohibited Payments**

By signing below, you are representing that you are an authorized representative of the Partner with the authorization to bind the Partner into an agreement with KnowBe4. This form, and any attachments (including any links referenced herein), shall become effective upon the date of the last signature below.

KNOWBE4		**PARTNER**	
By:	Kirsten Esposito Kirsten Esposito (Oct 2, 2023 16:52 EDT)	**By:**	Kevin Andrés Muñoz Guerra Kevin Andrés Muñoz Guerra (Sep 28, 2023 19:05 CDT)
Name:	Kirsten Esposito	**Name:**	Kevin Andrés Muñoz Guerra
Title:	VP Global Partner Program Office	**Title:**	CTO
Date:	Oct 2, 2023	**Date:**	Sep 28, 2023
Address for Notices:	33 N. Garden Ave., Suite 1200 Clearwater, Florida 33755 USA	**Address for Notices:**	CRA 22C NO 68-65 Barranquilla, Colombia, 080016
E-mail:	legal@knowbe4.com	**E-mail:**	kevin.munoz@royaltech.group
Phone:	(855) 566-9234	**Phone:**	3155482662
Attention:	Legal Department	**Attention:**	Legal Department

Attachment 1

TERRITORY

In accordance with applicable law, Reseller is authorized to conduct its obligations under the Agreement (i.e., sales, promotional, advertising, and marketing activities for the Subscription Services) in the Territory below.

LATAM (Mexico, Central America, South America, and the Caribbean)

Optional: If you have additional Territory(ies) where you have a physical presence, and wish to conduct your obligations under the Agreement, please select from the below:

Attachment 2

LETTER OF AUTHORIZATION

Oct 2, 2023
(Date)

To Whom It May Concern:

Dear Sir/Madam:

This letter certifies that as of the date indicated above, ROYAL TECH GROUP SAS is an authorized KnowBe4 reseller, eligible to market and resell KnowBe4's subscription services.

As the VP Global Partner Program Office, I have the authority to write this letter.

Should you have any questions, please do not hesitate to contact me using the contact information provided below.

Best Regards,

Kirsten Esposito
Kirsten Esposito (Oct 2, 2023 16:52 EDT)

KNOWBE4, INC.
33 N Garden Ave.
Suite 1200
Clearwater, FL 33755

Email: kirstene@knowbe4.com

Attachment 3

Certification Regarding Compliance with Economic Sanctions and Export Controls

As a U.S. company, KnowBe4, Inc. ("KnowBe4") must comply with various economic sanctions programs and export control requirements administered by the United States, and other jurisdictions where it conducts business. Such laws prohibit KnowBe4 from participating in certain transactions involving restricted countries or parties, be it directly or indirectly through KnowBe4's third-party business partners, including Partner.

With these restrictions in mind, I confirm that Partner will not provide, sell, ship, or otherwise transfer any KnowBe4 products, services, technology, or technical data to any of the following:

- Parties targeted for boycotts, embargoes, sanctions, or other similar measures by the United Nations Security Council;
- Parties appearing on the European Union's Consolidated Sanctions List; the United Kingdom's List of Consolidated Financial Sanctions Targets;
- Parties appearing on the Denied Persons List, Entity List, and Unverified List administered by the U.S. Commerce Department;
- Parties appearing on the sanctions lists administered by the U.S. Treasury Department's Office of Foreign Assets Control ("OFAC") and the U.S. State Department;
- Countries or regions subject to U.S. embargoes or sanctions including, but not limited to, Cuba, Iran, North Korea, Syria, and the disputed Crimea, Donetsk and Luhansk Regions;
- Parties that are, directly or indirectly, at least 50 percent owned or controlled by parties subject to sanctions programs administered by OFAC, whether individually or in the aggregate.

I further confirm that Partner is not subject to, or owned by, or otherwise controlled by parties that are subject to, any of the restrictive trade measures discussed above.

This Certificate is valid for the duration of, and will survive expiration and termination of, the Agreement.

Attachment 4

Certification Regarding Compliance with Restrictions on Prohibited Payments

Partner agrees that it will take no action or use or spend any funds, regardless of source, in violation of the laws of the United States of America or any country or countries within the Territory, including but not limited to the payment of bribes, kickbacks, political contributions, or other prohibited payments. Partner also certifies that it will adhere to the ethical requirements imposed upon it pursuant to its contractual commitments to KnowBe4, and that Partner has read, understands, and agreed to abide by the provisions of the KnowBe4 Partner Code of Conduct and the United States Foreign Corrupt Practices Act ("FCPA"), as amended. Partner acknowledges that in the event of a breach of these certifications by Partner, KnowBe4 may suffer damages to its reputation and loss of business which is incapable of accurate estimation. As a result therefore, Partner agrees to defend, indemnify, and hold harmless KnowBe4 from all claims, demands, causes of action, damages, losses, fines, penalties, or costs, including attorney's fees, that KnowBe4 may suffer by reason of the violation by Partner of the FCPA and the other laws referred to herein.

Reseller Agreement for Royal Tech Group SAS

Final Audit Report 2023-10-02

Created:	2023-09-28
By:	Josye Manrique Caballero (josyem@knowbe4.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAAQch_K2TMC3IHI5UAYi6K2m9fE5hfDIPc

"Reseller Agreement for Royal Tech Group SAS" History

Document created by Josye Manrique Caballero (josyem@knowbe4.com)
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2023-09-28 - 10:43:30 PM GMT

Email viewed by kevin.munoz@royaltech.group
2023-09-28 - 10:47:21 PM GMT

Signer kevin.munoz@royaltech.group entered name at signing as Kevin Andrés Muñoz Guerra
2023-09-29 - 0:05:06 AM GMT

Document e-signed by Kevin Andrés Muñoz Guerra (kevin.munoz@royaltech.group)
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Document e-signed by Kirsten Esposito (kirstene@knowbe4.com)
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Agreement completed.
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