SOPHOS
Partner Program

Partnership Simplicity with Sophos

Why Sophos

For organizations searching for fresh ways to deliver complete IT security for their customers, Sophos offers a full range of simple, scalable and easy-to-manage, mid-market, security-focused products, coupled with our unbeatable 24/7/365 support.

Network Protection

Enduser Protection

Server Protection

Sophos Partner Program: flexible and generous

We've made it simpler for you to partner with us by creating a flexible and generous partner program, delivered by dedicated channel relationship managers, to ensure that your organization feels supported every step of the way. We work hard to get to know you and your goal.

Sophos works with over 12,000 partners, supporting them with a thorough understanding of the security landscape, and helping them to identify customer retention and growth opportunities to increase profits. Partnering with Sophos is rewarded with protection for deal registrations, attractive margins and joint lead generation programs. We also provide up-to-date training and certification to ensure your sales and technical teams are fully-enabled in Sophos' latest solutions.

Our approach is unique. We are 100% channel focused, and continuously invest in our partner relationships to ensure your organization flourishes. We make IT security simple for you and your customers.

Our partner program is designed to reward you for your commitment to Sophos and its customers. Our experts and reliable tools ensure a professional service, so you can concentrate on your business.

> Our commitment to innovation means that our partners enjoy unrivalled opportunities.

About our partner program

The Sophos Partner Program is designed to drive value for you, regardless of whether you want to simply resell our products, sell implementation services or set up a dedicated security practice.

All partners, regardless of level, benefit from discounts for partner-sourced business. We also give you access to our dedicated channel sales, marketing and technical support teams.

Complete MSP Security

Your customers demand affordable, tailored and outsourced IT security that just works. Yet often you may be working with multiple products and adapting your services and business model to your vendors' constraints. Complete MSP Security from Sophos fits perfectly with not only your needs, but those of your customers, enabling you to easily and profitably deliver custom tailored services that exceed customer expectations—helping to grow your business.

"The Sophos Partner Program gives us cutting-edge solutions, coupled with training programs. Sophos have taken the time to understand our business model so we can adapt their product lines that best suit our clients' and partners' needs."

SHANE SWANSON, CTO, ARRC/CHARTEC

7 Seven good reasons to partner with Sophos

1. Competitive and incremental discounts

Our Partner Program offers a highly-competitive and easy-to-understand rewards structure. All partners receive a base discount and we make it easy for you to generate additional revenue by rewarding you each time you support new sales opportunities. The more you invest in Sophos, the more you earn. It's that simple.

2. Complete and simple security from a single vendor

Our complete security strategy and integrated product suites help you cover all your customers' security needs from one vendor, so you own more of their security budget. Our endorsed solutions simplify security, are easy-to-sell and help your customers to get on with their business.

3. Unparalleled customer satisfaction

Trusted by over 100 million users, we have an unyielding commitment to customer satisfaction. You can confidently build a strong, recurring revenue stream and take advantage of extensive cross-sell opportunities.

4. With you every step of the way

Our sales, marketing and technical support teams are committed to helping you every step of the way. We'll deliver the people, products and tools you need to succeed. We also offer strong marketing programs, helping you to communicate your brand and acquire new business opportunities.

5. Innovative solutions delivering unique opportunities

Our commitment to innovation means Sophos partners enjoy unrivalled sales opportunities and benefit from market-leading solutions with distinctive security options. Together we will continue to lead the market in the future

CRN: *Winner of Technology Innovator 2012 in the Security Category.*

6. Training and Certification

We equip you with everything you need to successfully sell and deliver our solutions. And the higher certification levels you achieve, the more you are rewarded. We've heavily invested in creating a full curriculum of enablement materials and courses, designed to increase skills and competencies. We make it easy for you to achieve certifications for your specialized disciplines.

7. Always here

With 100% channel focus, our passionate channel account management team is here to help and support you as your business grows. Plus our SCP certified and award-winning technical support team is available 24 hours a day, seven days a week all year round to resolve any technical queries.

"The Sophos Partner Program empowers proactive and enthusiastic partners like ourselves to achieve the levels of technical and sales accreditation required to represent Sophos at the highest level."

PAUL COX, MANAGING DIRECTOR, QUADSYS

Sophos Solutions

Network Security Gateway

Complete security from the network firewall to endpoint antivirus in a single modular appliance. IT security is simplified without the complexity of multiple-point solutions. The intuitive interface will help your customers quickly create policies to control security risks. Clear, detailed reports give insight to improve network performance and protection. This is proven security protecting users everywhere while making deployment and management easy.

EndUser Protection

Desktop antivirus and firewall alone are not enough to protect users and data. Organizations need multi-layered security (defense in-depth). Sophos EndUser Security products work together to protect data, devices and employees everywhere; from networks to servers, desktops to laptops, and smartphones to tablets. On-premise or in the Cloud—it's simple to use so that once it's activated, it delivers comprehensive protection and saves both time and money.

Server Protection

Servers and the data they contain, are some of a business's most critical assets. With today's advanced threats, it's not enough to protect the perimeter and the endpoints; data must be secured at the source. Sophos offers simple, centrally-managed, and effective solutions for both physical and virtual servers, providing complete security throughout the enterprise.

Cloud

Designed for today's growing businesses, Sophos Cloud provides easy-to-manage, economical, and effective security for all users whether on-site, roaming or remote. Sophos Cloud provides the essential endpoint protection your customers need without any of the complexity. With a management console hosted by Sophos, there is no server to set up and security can be deployed instantly, providing always up-to-date protection with complete coverage everywhere.

"Sophos helps partners differentiate themselves in the market place. Their partner portal, with on-demand information and an easily-accessible sales support team, means that partners are never left to sell in the dark."

STEVE COX, CTO, TSG

Find out more about the
Sophos Partner Program
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