SOPHOS
Security made simple.

Sophos Cloud Security Provider Program

Accelerating Channel Success in the Public Cloud

The Cloud Security Provider (CSP) Program supports a customer's desire to pay as you go (PAYG) from either the AWS or Microsoft Azure marketplaces or bring a standard software license (BYOL) for use in their public cloud environment. The CSP program rewards our partners for the work they do in helping to secure their customers, no matter which purchase option their customer chooses.

aws partner network

Advanced
Technology Partner

Security Competency
Public Sector Partner
Marketplace Seller

Infrastructure-as-a-Service (IaaS)

Infrastructure-as-a-Service (IaaS) platforms such as AWS or Azure allow customers to experiment with and evaluate products without necessarily committing to a large purchase. Marketplace purchases offer the speed and convenience of being able to get software applications up and running without jumping through the hurdles of a sales cycle or dealing with sales people. The challenge for vendors is that marketplaces can leave partners out of the loop – but with the Sophos CSP Program, that's no longer an issue.

Microsoft Azure

More Revenue

Maximize your revenue with rebates when your customers buy directly from Marketplace. Benefits include:

‣ Marketplace billings added to your annual revenue

‣ A payout based on a percentage of all your Marketplace billings

‣ Extended deal registration

Lead Sharing

Sophos will share qualified, cloud-specific leads with you, including Marketplace-generated leads. Lead types include:

‣ Prospects who have already tried out Sophos Solutions on AWS and Microsoft Azure

‣ Leads which have already been qualified by Sophos' sales team

‣ Leads that are tailored to partner service offerings (such as license sales only, architecture, and deployment)

Recognition

Two different tiers, Professional and Expert, allow Sophos to reward partners with varying levels of investment in, and service offerings for, the cloud.

Professional Partners are mainly focused on sales and will:

‣ Advise end users based on their knowledge of common security threats, technologies, and practices related to securing cloud infrastructures, platforms, and services

‣ Obtain sales certifications

‣ Receive back-end rebates for Marketplace billings

Expert Partners will:

‣ Support end users (pre- and post-sale) as they deploy, run, and manage applications on AWS and/or Azure

‣ Advise end users based on their knowledge of common security threats, technologies, and practices related to securing cloud infrastructures, platforms, and services

‣ Obtain sales and technical certifications

‣ Receive back-end rebates for Marketplace billings

Training and Support

Your access to cloud-specific training and technical support will help you:

‣ Increase your knowledge to help your customers on their cloud journey

‣ Gain access to cloud-specific support for trials and deployments

If you're looking to sell, architect, deploy, and manage Sophos products built for the cloud, join the CSP Program today.

Tier	Sophos CSP Sales Consultant	Sophos CSP Certified Engineer
Professional	✓	
Expert	✓	✓

To Find out more visit: Sophos.com/CSP

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