



# Sophos Cloud Security Provider (CSP) Program

Global Guidelines | January 2019

## Overview

The Cloud Security Provider (CSP) Program allows Sophos partners to support 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 these public cloud environments. 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.

## Public Clouds

Public Cloud 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.

## Recognition

Two different tiers, Professional and Expert, allow Sophos to reward partners with varying levels of investment in, and service offerings for, the cloud. Sophos reserves the right to adjust tiers or terminate a Partner's status in the CSP Program if a partner does not maintain the necessary qualifications

### **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 and maintain active sales certifications

### **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 and maintain active sales and technical certifications

## 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 - Azure	✓	✓ Azure
Expert - AWS	✓	✓ AWS
Expert	✓	✓

Sophos Benefit	Sophos Partner	Professional Sophos CSP Partner	Expert Sophos CSP Partner
Sell Sophos Cloud Products	✓	✓	✓
Identification as a Sophos CSP		✓	✓
Marketplace Billings Rebate*		✓ *	✓ *
Deal Registration for End-Users Buying in Marketplace			✓
Lead Sharing			✓
Sophos Cloud Security Architect Support			✓

## More Revenue

Expert level CSPs maximize revenue when your customers buy directly from Marketplace. Benefits include:

- Extended deal registration
- Marketplace billings added to your annual revenue
- A rebate payout based on a percentage of all your AWS and/or Azure Marketplace billings\*

## Lead Sharing

Sophos will share qualified, cloud-specific leads with Expert level CSPs, 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)

## \*Optional Additional Benefits

Back-end rebates are available for Sophos products sold on AWS and/or Azure Marketplace.

A separate addendum to the partner's reseller agreement must be executed to be eligible for this benefit. Please contact your local CSP manager for details.

## Additional Terms

Sophos may modify these Global Guidelines or the CSP Program, or terminate the CSP Program, at any time in its sole discretion.

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