



# Partnership Made Simple

**Simple. Profitable. Flexible. Our partner program takes you to the next level.**

We make it easy for our partners to grow revenue year after year. Whether you resell our products, offer managed services, or have a dedicated security practice, we give you the industry's most complete offering of award-winning security products.

With solutions that are easy to demo, easy to sell, and easy to manage, you can grow your business successfully, with the reassurance that you are fully supported by our channel-first sales team.

# About our partner program

Our partner program helps you retain and grow your customer base and increase profits. You'll enjoy deal protection, competitive discounts, ready-to-use lead generation programs, and world-class sales tools and training.

Our program is designed for flexibility to meet the needs of your growing business. Each partner level is determined by revenue and/or Sophos Sales and Technical competency, which is determined by certification requirements. As you invest more in the relationship through training and certification, you receive greater rewards and increased commitment from Sophos.



**Platinum Partners** are our most invested partners. In return for high billings attainment and significant sales and technical training accreditation, you enjoy the highest reward incentives across all financial benefits. Plus, you have access to enhanced sales support, marketing, and technical benefits.



**Gold Partners** must demonstrate significant commitment to selling Sophos products, while achieving competency through certification. You receive a richer set of financial benefits, including increased discounts, and have access to sales support, marketing, and technical benefits.



**Silver Partners** must sell and promote Sophos products as part of their security portfolio. Minimal investment is required to get started.

*"With Sophos, we've realized exceptionally high partner loyalty and a high customer retention rate. It's almost impossible to lose a customer!"*

Antonio Mocelim, Sales Director, M3Corp

# Managed Service Providers

Partners with a managed services business may also choose to apply for the Sophos MSP Connect or MSP Connect Flex Program.

With Sophos MSP Connect, you can say goodbye to managing complex security from multiple vendors and embrace the power of one. With one vendor, one program, and one security portfolio, you can provide your customers with proven and comprehensive protection that is managed from one simple management platform.

Sophos Connect MSP Flex gives you the option of integrating service-based pricing into a single monthly billing report that is delivered through Sophos Central. Sophos MSP Connect Flex puts you in control of how and where licenses are distributed, giving you the flexibility to offer competitive pricing that maximizes your margin.

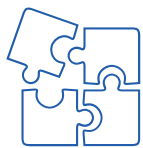
*“The Sophos Partner Program gives us cutting-edge solutions, coupled with training programs. Sophos have taken the time to understand our business model so we can adapt their product lines that best suit our clients’ and partners’ needs.”*

Shane Swanson, CTO, ARRC/CHARTEC



# Why partner with Sophos

At Sophos we take pride in our promise to deliver complete IT security for you and your customers. We offer a full range of simple, scalable, and easy-to-manage security. We are dedicated to helping you grow your business successfully, with the reassurance and support of our dedicated channel team.



## Channel-first business model

Our team of dedicated channel professionals are there for you every step of the way. Our channel-first strategy means we put our partners first in everything we do, from product development to sales, marketing, and support.

We'll provide all the training and information you need to be able to sell and deliver Sophos solutions. And of course, our in-house technical support team is available 24/7/365.



## Attractive, profitable partner programs

We help you retain and grow your customer base and increase profits. You'll enjoy deal protection, aggressive discounts, ready-to-use lead generation programs, and world-class sales tools and training.



## Synchronized security product portfolio

Our complete security portfolio is made up of award-winning products that work great on their own and even better as a system. Management is made easy with Sophos Central, a unified, intuitive web-based console.

You'll have an unbeatable competitive advantage, increase customer retention, and extensive cross-sell opportunities.



## Easy to work with

We're constantly improving our tools and developing our programs with a clear understanding of what our partners need. Working with us is simple, so you can concentrate on what's important for your business.

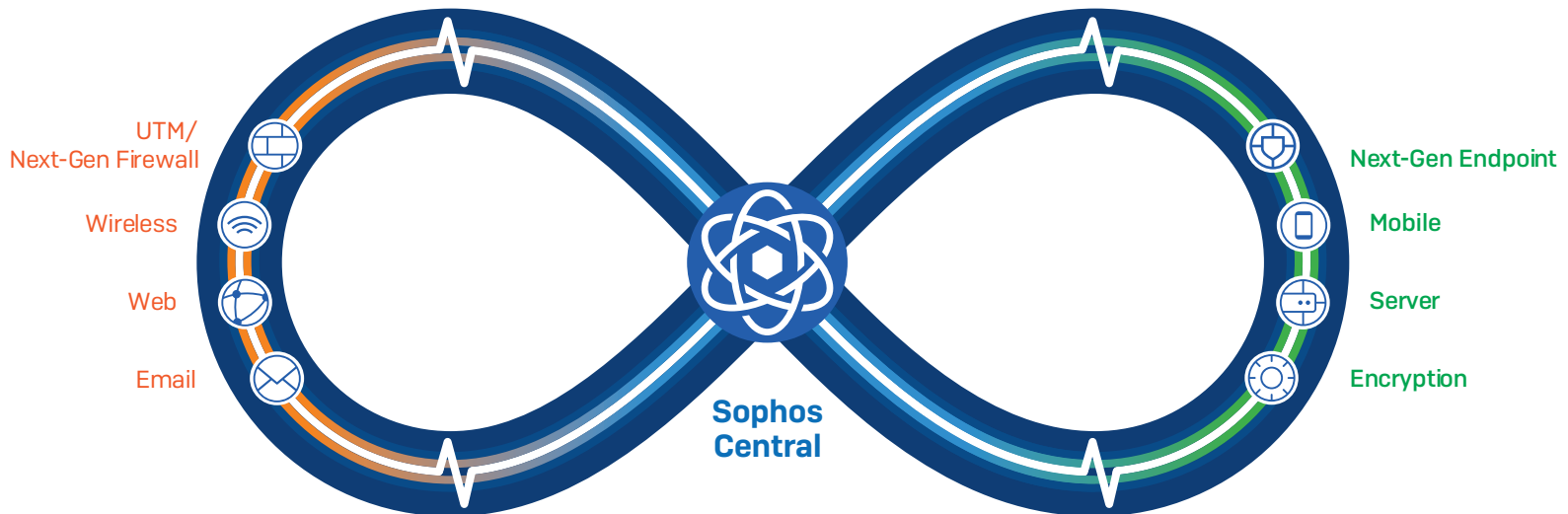
Our award-winning partner portal is an essential tool for our partners. It provides all the resources you need to start selling Sophos, and is now available in an app, so you have all the information you need, wherever you are.

# Sophos products

More than 100 million users in 150 countries rely on Sophos' complete security solutions as the best protection against complex threats and data loss.

Our complete security portfolio ensures you're able to meet all of your customers' protection needs. From next-gen endpoint and firewall to encryption email, web, wireless, mobile and server protection, we have you covered. And you can rest assured that they all have next-gen technology built-in, so you always have the most advanced protection.

At the heart of our portfolio is Sophos Central, an award-winning security platform that lets you manage all your Sophos products through a single, intuitive interface. No more jumping from console to console. Manage every solution in one user-friendly space.



# Products and solutions

## Network



### XG Firewall

*The next thing in next-gen. Ultimate firewall performance, security, and control.*



### SG UTM

*Our fully-featured network firewall, with email protection, web control, IPS, secure VPN, Wi-Fi, and Web Application Firewall.*



### Secure Wi-Fi

*Manage your Wi-Fi from Sophos Central. Simple, plug and play deployment for our full range of access points.*



### Sophos Web Gateway

*Protect every user on every device, everywhere, with simple deployment, management, and support.*



### Sophos Email Gateway

*Block spam and phishing attacks at the gateway, and get unobtrusive, automatic encryption for all your email.*



### PureMessage

*Enforce policy compliance and scan all email to eliminate 99% of spam and guard against other threats.*

## Enduser and Server



### Endpoint Protection

*Proven protection for laptops and desktops for Windows, Mac, Linux, or virtual; on premise or cloud-managed.*



### Intercept X

*Anti-malware. Anti-exploit. Root cause analysis. Next-gen protection against ransomware and malicious attacks.*



### Sophos Clean

*Lightweight, second-opinion scanner for malware, working alongside your existing antivirus protection.*



### Mobile Control

*Spend less time and effort managing and securing mobile devices with this complete EMM solution.*



### SafeGuard Encryption

*Full-disk and file encryption for all your devices, so your data is always safe, no matter where it goes.*



### Server Protection

*Protect your servers without sacrificing performance. Comprehensive threat protection that won't slow you down.*

## Sophos Central



### Sophos Central

*One unified console for all your Sophos products. Monitor activity and deploy policies for all your users.*

*“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

*“Our 100% channel-focused sales model means that our partners come first and are key to our success. We are fully committed to helping our partners increase their profits and customer loyalty.*

*Sophos offers unrivaled simplicity and partner focus, alongside award winning, innovative security solutions. Our security offering is complete, yet simple and easy to manage.”*

Kendra Krause, VP, Global Channels

Find out more about the  
Sophos Partner Program  
[www.sophos.com/partners](http://www.sophos.com/partners)

United Kingdom and Worldwide Sales  
Tel: +44 (0)8447 671131  
Email: [sales@sophos.com](mailto:sales@sophos.com)

North American Sales  
Toll Free: 1-866-866-2802  
Email: [nasales@sophos.com](mailto:nasales@sophos.com)

Australia and New Zealand Sales  
Tel: +61 2 9409 9100  
Email: [sales@sophos.com.au](mailto:sales@sophos.com.au)

Asia Sales  
Tel: +65 62244168  
Email: [salesasia@sophos.com](mailto:salesasia@sophos.com)