Netsurion™
Powering Secure and Agile Networks

Netsurion Partner Program

Our partners win with flexible options, rapid onboarding, and ongoing support.

The Value of Partnership

The Netsurion Partner Program is designed specifically to empower VARs, Sales Agents, and MSP/MSSP organizations to meet the growing security and connectivity demands of customers, while generating new revenue streams without the risk of additional overhead costs. The program offers a robust portfolio of solutions for highly distributed and small-to-medium-size businesses. Netsurion has converged purpose-built network hardware, innovative security software, and flexible managed services.

Our partners set themselves apart from the competition by showing they take cybersecurity seriously and are capable of providing more comprehensive solutions for their customers.

Cyber crime is growing — internal and external threats alike are changing the way organizations manage their business and secure data. Even the IT solution providers can be held liable in the case of a data breach.

Why Join?

Netsurion solves the common problem of expensive network connectivity and patchwork cybersecurity solutions that result in inefficient operations and vulnerable security gaps.

As a partner, your technology solutions will include secure connectivity, advanced security, and compliance that protects everyone involved – the consumer, the customer, and you.

By partnering with Netsurion, you simplify network connectivity, reduce the risk of a data breach, streamline compliance efforts, and mitigate financial exposure for your customers and your own business. The Netsurion partner program is flexible to meet your business' existing portfolio and pricing structures.

Through our partner program, we help you effectively and affordably connect your customers' networks, protect them from security threats, and streamline their ability to meet multiple regulatory compliance requirements.

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Partner Types

Value Added Reseller (VAR)

Netsurion's products and services are available to Value Added Resellers (VAR) as annual subscriptions. Our sales teams will support the VAR in its engagement with the end user. VARs receive a standardized discount off the suggested list price and can resell to an end user at a price determined by the VAR. A VAR's discount increases as their sales increase.

Sales Agent

Netsurion's products and services are available to Sales Agents as annual subscriptions. Our sales teams will support the Agent in its engagement with the end user. After the conclusion of a sale, Sales Agents will receive a standardized commission based on the sales price to the end user.

Managed Service Provider (MSP)

MSPs can subscribe to Netsurion's multi-tenant hosted solutions, which will provide a flexible monthly fee based on actual usage. Netsurion will support the MSP in their delivery of managed services to their end user. An MSP's discount increases as their number of customers increase.

Program Benefits

Each partner relationship is unique, so we realize the need for graduated levels of commitment to best fit each organization. In addition, the Netsurion Partner Program offers a wide range of benefits designed to help you engage customers in higher value conversations, win business, and increase your profitability.

Partner Portal Access: An online resource that contains the latest collateral, training, marketing support, ordering, deal registration, and more.

Partner Newsletters: A monthly newsletter focused on updates within the program, as well as cybersecurity insights to arm your team with knowledge to better support your customers.

Partner-Level Badge: A web-ready image is provided to each partner to display their partner-level designation.

On-Demand Training Webinars: A recorded version of user and sales training allows you to learn at your convenience.

Marketing Materials: Netsurion whitepapers, infographics, sell sheets, and other collateral to help communicate the value of secure connectivity and advanced threat protection.

Co-Branded Marketing Materials: We work with our Platinum partners to develop co-branded materials that communicate the combined value of our organizations and services, all tailored to your sales and marketing efforts.

Netsurion-Certified Professional Designation: We verify that your team is prepared and can perform at a certain level of self-sufficiency. A post-training test is provided to designate experienced security professionals.

Partner Compensation and Discounts: Netsurion partners are critical to our continued revenue growth. As such, we want to reward our partners' investment into product knowledge, and opportunity identification. Partner compensation is dependent upon the partner's type.

Press Release: Our partner relationships are something both organizations should be proud of. In some cases, Netsurion's public relations team will craft a release that describes the partnership. Upon your approval, the release may be published on the partner's and Netsurion's websites, and in some cases, distributed via news wire.

Opportunity Registration: Reseller, MSP, and Sales Agent partners can register an opportunity through the Netsurion partner portal. Upon approval, Netsurion will work with that partner exclusively on the opportunity.

Are you ready to become a strategic partner with Netsurion?

Next Steps

Our partner onboarding process is created to be as easy as possible, yet systematic to ensure we consistently enable our partners to be as successful as possible in delivering both network management and cybersecurity solutions.

1 Apply

Organizations interested in becoming a Netsurion partner can get started by completing the brief form located at www.netsurion.com/partners. Our channel team will reach out to align expectations and agree on next steps.

2 Onboard

Once the partnership is accepted, the onboarding process begins. This consists of your channel sales rep helping you establish portal access, newsletter subscription, accounting, and scheduling a partnership kick-off meeting.

3 Enable

Initiated by the kick-off meeting, your account manager will review the tools and benefits available to you, and define action items surrounding such topics as training and co-branded marketing materials. During this timeframe, we will be in close communication as these action items are completed.

4 Go-to-Market

Once the enablement steps are complete, we should have a clear vision of how we go to market together. We will have defined our objectives and expectations to deliver your solutions and better data security to your customers.

www.netsurion.com

Contact our team to learn how
Netsurion can help your business.

713.929.0200 | netsurion.com/partners

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