

CORPORATE OVERVIEW

eSentire Partner Program

Partner with the Proven Leader in Cybersecurity Services

eSentire simplifies cybersecurity for midsize businesses, protecting high-risk assets from complex threats that technology alone can miss, 24x7. eSentire Managed Detection and Response (MDR)[™] is an award-winning service that delivers proven real-time protection and active resolution of cyber threats and advanced targeted attacks. With embedded incident response, a 95+% customer retention rate, and an unrivaled ratio of security experts to clients, our partners can rely on us to deliver unparalleled, personalized service to their clients.

Partnership Opportunities

Whether you want to expand your revenue opportunities, increase market share or enhance your service offerings, eSentire has the programs, tools and resources to help you take advantage of rapid growth in the security market.

REFERRAL PARTNERS

As a referral partner, earn rewards with minimal investment by identifying new sales opportunities for eSentire.

RESELLER PARTNERS

Expand your revenue opportunities by capturing recurring revenue as a reseller partner.

MSP PARTNERS

Drive additional revenue opportunities by incorporating eSentire MDR[™] services into your offering.

TECHNOLOGY PARTNERS

Deliver joint solutions that are interoperable with eSentire MDR services.

Expand Your Opportunities. Accelerate Your Deals. Grow Your Business.

The eSentire Partner Program grows recurring revenue streams and allows you to earn generous rewards for recommending our services. Our collaborative sales approach accelerates business by delivering active engagement and account planning, training opportunities, sales tools, deal registration and co-marketing support to help you generate demand and close opportunities with velocity.

eSentire Managed Detection and Response services enable you to reach new customers, increase revenues, expand your portfolio and grow market share. We help you to provide the best protection to your clients, fostering customer loyalty and creating long term recurring revenue streams with excellent margins.

Register for the eSentire Partner Program at <https://www.esentire.com/partners>

Benefits

Relationship Support	Referral	Reseller	MSP
Access to eSentire Partner Portal	✓	✓	✓
Channel Account Manager		✓	✓
Access to Systems Engineer	✓	✓	✓
Partner Communications (newsletters, emails, etc.)	✓	✓	✓
Annual Partner Event		✓	✓
Financial/Business	Referral	Reseller	MSP
Product Discounts		✓	✓
Opportunity Registration Program	✓	✓	
Discount on Services for Internal Use	✓	✓	✓
Sales Enablement	Referral	Reseller	MSP
Sales Tools (battle cards/playbooks/customer presentations/etc.)	✓	✓	✓
Access to Client Proof of Concepts	✓	✓	
Strategic Field Account Planning/Mapping		✓	✓
Competitive Information and Research		✓	✓
Lead Distribution		✓	
Product Roadmap Presentations			✓
Marketing	Referral	Reseller	MSP
Initiative-based MDF	✓	✓	✓
Strategic Marketing MDF Commitment		✓	✓
Co-developed Success Stories		✓	✓
Co-branded Campaigns (vertical/geographical)		✓	✓
Joint Press Release		✓	✓
Partner Promotion on www.esentire.com	✓	✓	✓
Training & Education	Referral	Reseller	MSP
Free Sales and Technical Training	✓	✓	✓
Access to Custom, On-site Training		✓	✓

Requirements

	Referral	Reseller	MSP
Application	✓	✓	✓
Credit Check		✓	✓
Sales and Pre-Sales Education	✓	2X Annual	1X Annual
Achievement of Annual Revenue Commitment		\$200K minimum	Contract-based
Annual Business Planning (marketing/sales/technical goals)		✓	✓
Monthly Forecast/Reporting (includes customer names)		✓	✓
Register Opportunities	✓		
Promotion of eSentire on Partner Websites (equal to all other manufacturers)		✓	