

TOP 3

Reasons to Partner with GuardiCore

1

The cloud market is **BIG BUSINESS**, and it needs to be secured. Organizations are re-evaluating their existing security strategies for business applications and eliminating multiple point solutions in hybrid cloud environments.



Public cloud services market reaching **\$236 billion** by 2020 [Forrester]



Spending on global cloud security solutions will reach **\$3.5 billion** by 2021 – **28% annual growth rate** over the next five years. [Forrester]

“GuardiCore enables us to enhance our overall data center security strategy and help our IT security team to avoid today’s advanced threats.”

Marino Aguiar CIO, Santander Brasil

“GuardiCore gives me the ability to immediately isolate process flow or connection-based anomalies and view them with unprecedented clarity.”

Michael Lamberg, Vice President and Chief Information Security Officer, Openlink

Protection for Your Customer’s Entire Infrastructure, Built and Proven for Cloud Scale



Any Hybrid Cloud



Simplify Security



Enterprise Scalability and Performance

With GuardiCore you gain deep contextual understanding of each client’s environment—add value with this visibility as a trusted advisor.

2

GuardiCore is positioned to help you grow.

We’ve built our partner program with the flexibility you need to grow the way you want.



Flexible partner licensing

No CapEx “pay-as-you-grow” licensing (only buy exactly what you need) that results in immediate profitability

No cost floating licenses to enable pre-sales and short-term professional services engagements to drive partner value



By the numbers....

\$250k Average Revenue/Deal/Year

Margins Up to 40%

Recurring Revenue: 2-3 year Contracts

Three partner tiers to meet your goals – Authorized, Silver, Gold



White label product:

Brand the GuardiCore solution as your own to extend your services. Expert cybersecurity support resources provided as an extension of your team can drive value higher.

3

Your teams can ramp-up quickly—accelerating time to profitability.

GuardiCore provides enablement and support that’s customized to your needs.

Dedicated resources to help align and develop service offerings around the GuardiCore platform

Micro-Segmentation (as-a-Service)

Managed Cloud Workload Protection

Managed Detection and Response

Professional Services



Playbooks to accelerate time to market



Custom launch plan to drive immediate awareness



Dedicated sales, marketing, and technical support



Marketing funds and support to drive joint initiatives



Training, hands-on labs and other enablement tools

Let’s capture more business together, contact GuardiCore today.