

# Channel Partner Program Technical Overview

With the Spirion partner program, you have the opportunity to not only work with one of today's leaders in cybersecurity and compliance but also to deliver a cutting-edge solution that is already installed in thousands of organizations in multiple industries. The "Spirion First" approach is a critical first step for companies that are serious about overcoming the challenge of keeping data secure, private, and in compliance in today's increasingly demanding world.

## **About Spirion and Our Partner Community**

Spirion is the leading provider of enterprise data security and risk management software, helping organizations reduce their sensitive data footprint, and proactively minimize the risks, costs, and reputational damage of data breaches and high-profile security incidents. Data protection cannot succeed unless organizations accurately discover, classify, and protect their sensitive data-at-rest. This is Spirion's super power.

Spirion discovers structured and unstructured sensitive data, such as PHI, PCI, PII, and IP — everywhere it exists, including networks, clouds, and endpoints. The solution then provides highly precise, real-time, persistent classification to reduce data security risks, while helping your clients achieve compliance.

The Spirion in-house team works closely with partners, like you, to help your clients overcome their data security and compliance risk management challenges. We view our partners as an extension of our internal sales team. That's why we equip you with the support you need to succeed — including dedicated headcounts, brandable resources, sales support, technical support, and a number of other resources necessary to help our partners succeed in selling the Spirion platform. Our goal is to assist you with the most critical aspect of your customers' risk mitigation strategy, and equip your team to solve these challenges with Spirion First.

## Supporting Successful Technical Partnerships

Do you want to strengthen your existing data security practice or GRC offering, or develop a comprehensive data security practice? If so, our technical support provides our partners with three technical training opportunities in which you can participate. Spirion's educational opportunities are designed to assist you in optimizing your investment in Spirion.

- 60-Minute Technical Overview.** A high-level overview and technical dive into the Spirion console and agent/console deployment architecture. This is essential, especially for pre-sales engineers, so they can gain a better understanding of how to ideally position Spirion for each client.
- Two-Hour Training.** Provides technical teams with the insight they need to determine how to position a data security solution like Spirion for each organization, and better understand how it complements an organization's existing technical security investments. Technical teams participate in this training to gain a better grasp of both sales positioning and the Spirion architecture, so they can better understand the more nuanced processes tied to a Spirion deployment.
- Shadowing Engagements.** Designed especially for partners who are looking to see Spirion deployed in production environments. We provide the opportunity to shadow our in-house teams and learn first-hand from the pros. Prerequisite: Attending the two-hour training.

Technical & Sales Support:	Silver	Gold	Platinum
Technical support			✓
Roadmap briefing			✓
Business planning		✓	✓
NFRs for partners' internal use		✓	✓
Sales and technical training	✓	✓	✓
Spirion Product Training (headcount requirements):		✓	✓
• 60-minute training		1	2
• Two-hour technical overview		1	2
• Shadowing engagement			1

### Technical Training Program Goals

- Give technical teams the ability to speak with authority on the impact of data security from a technical perspective.
- Provide insight into the technical features and benefits that make Spirion unique in the marketplace.
- Equip partners with the ability to express the technical nuances of a Spirion First data security strategy.
- Demonstrate the details and subtleties of how the Spirion solution is used and deployed.

## Take the Next Step to a Profitable Partnership

Partner with the Spirion team today and move toward gaining a strategic solution to add to your data security and risk compliance portfolio. Don't wait to start enjoying greater revenue opportunities, and happier and more satisfied customers. Let's connect to discuss your company's business-growth strategy and to see if a partnership makes sense. Email us to set up a time to discuss this opportunity and get your questions answered at [ChannelSales@spirion.com](mailto:ChannelSales@spirion.com). We look forward to starting the conversation with you!

### – The Spirion Partner Team

Spirion is the leader in data discovery, persistent classification, and protection of sensitive data on-premise and in the cloud. Since 2006, thousands of organizations worldwide have reduced their sensitive data footprint and proactively minimized the risks, costs and reputational damage of successful cyberattacks. Spirion provides greater command and control of sensitive data to leading firms across all industries from financial services to healthcare to public sector. Visit us at [spirion.com](http://spirion.com)