



Channel Partner Program



About Spirion

Spirion is the leading provider of enterprise data management software to help businesses reduce their sensitive data footprint and proactively minimize the risks, costs and reputational damage of successful cyberattacks. Security risks, demonstrating compliance (GDPR, NYDFS, CCPA, etc), and insider threats are only a few factors driving interest in our solution at some of the largest organizations around the world.

Spirion is dedicated to your success. You are an extension of our sales team and we will equip you with everything needed for a successful partnership. This includes sales, marketing and technical support.

What you can expect from Spirion

- **Deal Registration Program** – Exclusivity, higher margins and pricing protection.
- **Qualified Leads** – Benefit from joint channel marketing events and lead sharing initiatives.
- **Training** – Emphasis on equipping sales and technical resources on Spirion value.
- **Sales/Tech Support** – Access to work closely with Spirion sales and technical experts.
- **Exclusive partnerships** – We're working with a very select group of partners, across the U.S.

Partnership Types

- **Solution Providers** - Sell and deliver Spirion solution with added value.
- **OEMs** - Integrate technology into third party offering.
- **Technology Partners** - Provide complementary portfolio solutions.
- **Consulting Partners** - Deliver risk mitigation, advanced services and security strategy.

What we'll expect from our partners

- Have an established security product and/or services practice.
- Ability to deliver post sales services, complementary to Spirion solutions, upon achieving requisite

certifications.

- Current certifications from complementary vendors is desired.
- Committed to developing and executing quarterly marketing plans and events.
- Willingness to foster a relationship with open communication on opportunity development.
- Achieve partner level sales & technical certifications within six months of official partnership.
 - Sales training consists of two, 60-minute live training sessions
 - Technical training is two, 120-minute sessions on pre-sales tech education.
- Reach program level revenue goals to maintain yearly status for Gold & Platinum partners.
- Participation in annual or quarterly business planning sessions and reviews for Gold & Platinum partners.

Additional Detail

- Gold & Platinum partners are expected to work with Spirion on joint marketing campaigns.
- Spirion will assist on Data Risk Assessments for Gold & Platinum partners who identify prospects struggling with understanding their overall data footprint.
- Spirion will help to develop and deliver POCs, with the partners' active involvement. POC's require a minimum of 250 FTE to proceed.
- Deal Registration discounts are off TCV of opportunities sold at list price.

Contact Information

Spirion Channel Sales Team Contact: ChannelSales@Spirion.com

Deal Registration Email: partnerdealregistration@spirion.com

Sales Team Phone: 646-863-8301

Interested In Partnering Next Steps

Join the team and be on your way to greater revenue opportunities, increased service delivery dollars, happier customers and a strategic solution to add to your security product portfolio.

Spirion is leading the way at providing customers with the ability to address their data security issue, at their core. Email ChannelSales@spirion.com and let's start the conversation.

