



North America



O₂Security's Partner Program

Breathing Life into Security



The goal of O₂Security's Partner Program is to enable you to successfully achieve growth and profit potential that is unprecedented. The program enables you to deliver the next generation of superior multi-threat security solutions to your customers. O₂Security links you with the resources you need to develop your expertise, grow your business, increase customer satisfaction, and maximize your profitability.

The O₂Partner program provides you with seven pillars for a successful partnership:

Program Pillars

- **Profit margin**.....
Make more money, more often while selling integrative security solutions that are innovative. At O₂Security, we have designed a program that assures profitable contributions to your business, while at the same time, providing unrivaled multi-threat security solutions for your customers. Our partners are selected for long term growth and success. Our solutions are selectively disseminated, and all purchases require a reseller agreement. Additionally, product access is limited by partner tier and certification requirements.
- **Recurring revenue stream**.....
Exclusive to O₂Security partners – Access to a recurring revenue stream. Our subscription services include antivirus/antispyware, anti-spam, intrusion prevention, and web filtering. Management of all customer subscription renewals is made possible through one system and one vendor.
- **Deal registration**.....
O₂Security is committed to helping you achieve success profitably by protecting your investments in the sales cycle. Our deal registration program ensures your prospective business opportunities close successfully without disruption to your profitability structure. To show our commitment, we are prepared to increase your margin incentive when a deal is registered!
What an incentive – protection for your investment, guaranteed sales support, and increased margin!
- **Technology leadership**.....
While other vendors make claims of a unique mix of superior technology, performance, and total cost of ownership, O₂Security will prove to be a pioneering force and leading provider of multi-threat security solutions. Additionally, O₂Security is set to become the leader in several key areas of the unified threat management market and a true ASIC manufacturer.

The O₂Partner Program incorporates all the essential security applications and services needed so you do not need additional expertise in the security market. With the offer of low cost entry, you will gain credibility and certification with one vendor platform – all your security needs are found in one single innovative multi-threat security platform.
- **Education and training**.....
We take pride in our training programs at O₂Security, and work hard to ensure that you are well equipped and armed with knowledge to be a cutting-edge security solution provider. Our goal is to make certain you are capable of handling any selling engagement. One of the benefits of becoming an O₂Security Partner is the comprehensive collection of education and training programs that include everything from online sales training to instructor-led classrooms. We will do what it takes to ensure your success.
- **Service tracking and alerting**.....
In order to ensure your customers have continuous protection, at the same time bringing visibility to the renewable revenue/annuity available, O₂Security's renewal program offers subscription and service renewal tracking and automation. With this system you are provided the ability to track when your customers' subscriptions' are up for renewal.
- **Channel commitment**.....
O₂Security is devoted to providing next generation multi-threat security solutions and support exclusively through our qualified solution providers. We have designed all corporate and sales initiatives to support you. There is peace of mind with our dedication to channel success. No matter what it is – lead distribution, communication, promotions, MDF, sales resources, or marketing support – O₂Security is committed to making you successful.

Tiered program participation

O₂Security offers 3 levels of program participation, performance, and commitment to provide the opportunity and flexibility for your individual needs.

• Silver

Silver O₂Security Partners are organizations committed to delivering superior security solutions to their customers. They are interested in enhancing their partnership with O₂Security and taking initial steps toward a successful relationship. Silver O₂Security Partners have a working familiarity with O₂Security's low-to-mid range multi-threat security solutions and can deliver the solutions that best fit small and medium business security concerns.

• Gold

Gold O₂Security Partners have achieved proven success with O₂Security solutions and are committed to the continued adoption of O₂Security technologies in the marketplace. They deliver the full spectrum of O₂Security's solution set and they have both a certified O₂CNSA and O₂CNSP on staff to assist with any variety of implementation needs, whether it's a small branch solution or a core headquarters deployment.

• Platinum

Platinum O₂Security Partners are experts in delivering O₂Security's superior, next generation multi-threat security solutions to their customers and have demonstrated success across all O₂Security technologies. They have full access to O₂Security's solution set and they have two O₂CNSA and O₂CNSP to handle complex deployment requirements and deliver exceptional levels of support and service.

Silver Partner

Requirements

- Partner agreement and profile via online Web form

Benefits

- Deal registration
- Consistent and timely communication about products, promotions, and activities
- Access to an array of sales and marketing tools via the O₂Partner Extranet
- Participation in channel promotions
- Invitation to Webinar trainings
- Access to online sales training

Gold Partner

Requirements

- Quarterly sales volume goals
- Sales training
- 1 O₂CNSA certification
- 1 O₂CNSP certification
- Evaluation equipment

Benefits

- All of the Silver benefits, plus ...
- Preferred pricing at distribution when deal is registered
- Direct access to 24x7 support (if certified)
- Access to marketing programs and lead generation tools
- Dedicated channel account manager
- Access to Market Development Funds (MDF)
- Prestigious partner plaque

Platinum Partner

Requirements

- Quarterly sales volume goals
- Business planning
- Sales training
- 2 O₂CNSP certifications
- 2 O₂CNSA certifications
- One marketing activity per quarter

Benefits

- All of the Gold benefits, plus ...
- Invitation to annual partner conference
- Qualified lead hand-off
- Joint tradeshow participation

Next generation multi-threat security solutions

O₂Security offers your customers excellence and value in three key areas: Security, Performance, and low TCO. Here's how we create value in each of these areas.

Security



Better security through integration – Our innovative, integrated solutions protect against blended threats better than individual point products.

Real-time security updates- Comprehensive security subscription updates are automatically pushed out to customers as soon as they become available, providing much faster and better protection than the competition.

Simplified, intelligent management & reporting- Easy-to-use GUI and exceptional analytical tools simplify security provisioning, operations and maintenance.

Performance



Custom ASIC – ASIC-accelerated multi-threat security systems ensure complete protection in real time without performance degradation.

Network and application transparency- O₂ Security systems are non-disruptive to operational networks or applications.

System and network availability- Multiple methods of resiliency ensure network and system uptime.

Total Cost of Ownership



Simplified installation and deployment- Easy and cost effective to install, operate and maintain.

Scalable solutions- Broad product line meets the full range of business communication security needs.

No complex licensing and no seat licenses- Unified, system-based licensing provides the most cost effective and efficient way to purchase, deploy and maintain.