



## M86 PartnerFocus Program

Total Solution. Total Support. Total Partner Satisfaction.



M86 partners are a valued extension of the M86 sales team and this is reflected in the M86 PartnerFocus programme, designed to help you develop and grow with us. M86 PartnerFocus delivers a combination of tools, resources and support to meet your specific customer focus and complement your business model.

**See what M86 PartnerFocus can do for your business. For more information and to apply, contact us at [partnerfocus\\_apac@m86security.com](mailto:partnerfocus_apac@m86security.com)**

### Why M86 Security?

M86 is a Channel-focused business that understands the role of partner relationships in bringing value to our organisation, our partners and most importantly, our customers. Our success will be measured by our continued investment in the partnership model and your success in growing your business with us.

### Benefits to help you grow your business

When you join M86 PartnerFocus, you will gain access to a wide range of resources, designed to provide a head start in the market and a competitive edge. As a M86 partner, you can benefit from sales and marketing support, training and technical support, advance notification on product releases, participation in Beta programmes as well as access to sales leads and much more.

### Training

M86 provides training to give your staff the knowledge and credibility they need to effectively sell and support M86 solutions and meet your customers' growing content security and reporting needs.

### Technical Support

M86 provides partners with pre-and-post-sales support, which includes technical support online and on the phone. This ensures that you have all the technical information you need throughout both the sales and customer deployment cycles.

### Partner Categories

M86 offers varying options of participation, based on the partner's primary business model and the partnering opportunity. This allows us to provide your business with specific and appropriate expertise to enable you to sell, implement and support M86 solutions for customers.

#### Distributor

The Value Added Distributor sells indirectly to end-users via their downstream reseller partners. Distributors have the ability to effectively sell, market and support M86 solutions to and for a wide range of resellers.

#### Platinum Partner\*

The Platinum Partner is a large Corporate Reseller who is managed directly by M86 and typically fulfil through distribution. These resellers will have large sales teams focused purely on Information Security. They will demonstrate high technical capabilities and a commitment to further investment by gaining certification in M86 Security Solutions. They will have at least two M86 Certified Engineers, a M86 Product champion and four M86 Certified Sales personnel on staff.

#### Premier Partner

The Premier Partner is a value added reseller that has proven expertise in delivering security solutions to large enterprises. They demonstrate high technical capabilities and a commitment to further investment by gaining M86 Certification in M86 Security Solutions. They will have at least two qualified M86 Certified Engineers and two M86 Certified Sales Engineers on staff.

#### Volume Partner

The Volume Partner is a reseller providing licensing expertise to large corporate and Government bodies via approved procurement routes and frameworks. Volume partners will have at least two trained sales specialists to be able to provide their clients with a good knowledge of the M86 solutions and licensing models.

#### Authorised Partner

The Authorised Partner is a value added reseller with a focus on small-to-medium size enterprises.

\*Not available in New Zealand

Benefits	Distributor	Platinum	Premier	Volume	Authorised
Access to M86 Account Manager	●	●	●	●	●
Access to leads	M86 directly	M86 directly	Via Distribution	Via Distribution	Via Distribution
Access to Direct Touch Resources	●	●	●		
Marketing support (MDF)	●	●	Via Distribution	Via Distribution	Via Distribution
M86 sales support over lifecycle of the project	●	●	●		
Access to Roadmap and advanced product information	●	●	●	●	●
M86 Software to use on internal systems*	●	●	●		●
Free Evaluation software*	●	●	●	●	●
Involvement in customer testimonials	●	●	●		
Dedicated trial download link			●	●	●
Access to knowledge base and online support	●	●	●	●	●
Access to Partner Portal**	●	●	●	●	●
Participation in product incentives and promotions	●	●	●	●	●
Invitations to webinars, training sessions and business updates	●	●	●	●	●
Ongoing communications and M86 news monthly updates	●	●	●	●	●
Deal Registration Scheme		●	●	●	●
Onsite sales and technical training with product updates	●	●	●	●	●
M86 Stars Reward Programme	●	●	●	●	●

\* Subject to limits

\*\* Please contact us via [partnerfocus\\_apac@m86security.com](mailto:partnerfocus_apac@m86security.com). For details on the Partner Portal, go to <http://www.m86security.com/partners/partner-program.asp>

## ABOUT M86 SECURITY

M86 Security is a global provider of Web and messaging security products, delivering comprehensive protection to more than 20,000 customers and over 16 million users worldwide. As one of the largest independent internet security companies, we have the expertise, product breadth and technology to protect organizations from both current and emerging threats. Our appliance, software and cloud-based solutions leverage real-time threat data to proactively secure customers' networks from malware and spam; protect their sensitive information; and maintain employee productivity. The company is based in Orange, California with international headquarters in London and offices worldwide. For more information about M86 Security, please visit [www.m86security.com](http://www.m86security.com).

### TRY BEFORE YOU BUY

M86 Security offers free product trials and evaluations. Simply contact us or visit [www.m86security.com/downloads](http://www.m86security.com/downloads)



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