



M86 Partner**F**ocus

Total Solution. Total Support.
Total Satisfaction

M86[®]
SECURITY

M86 Security PartnerFocus Program

Total Solutions. Total Support. Total Satisfaction.



M86 Security has executed several strategic mergers and acquisitions in the last two years. We're now seeing the benefits of the combined intellectual capital that continues to push security technology forward.

Our company is recognised as the largest independent provider of Web and email security in the world, and as the largest provider of Secure Web Gateway appliances. We offer patented technologies that detect and mitigate Web and email threats in real time, deployed as appliances, software and in the cloud.

Our global customer base has expanded to more than 25,000 organisations, from SMB to Fortune 500—totaling more than 26 million users. Every day, they rely on innovative and reliable security protection.

“...our partners can count on the company’s complete commitment—from the front desk to my desk—to growing their businesses and increasing their profitability.”

This growth has given us incredible momentum, and I am very proud to announce the expansion of our award-winning channel partner program, PartnerFocus.

PartnerFocus provides access to numerous resources designed to fuel our partners’ long-term success, ranging from M86 Security’s high-performance solutions to certified training and extensive sales and marketing support. Our partners can count on the company’s complete commitment—from the front desk to my desk—to growing their businesses and increasing their profitability.

I encourage you to find out more about what we have to offer and to consider joining our program to become part of our continued success.

Welcome to PartnerFocus!

A handwritten signature in black ink that reads "John Vigouroux". The signature is fluid and cursive.

John Vigouroux
Chief Executive Officer
M86 Security

Total Solution + Total Support = Total Satisfaction

The M86 PartnerFocus Program underscores how easy—and profitable—it is to do business with M86 Security. M86 authorised channel partners have access to the products and expertise of one of the world's premier Web and email security companies—but M86 Security doesn't just execute technology better than others. A combination of high margins, generous and effective deal registration, world-class training, sales and marketing support and executive management involvement deliver on the company's commitment to ensure our partners are confident and well prepared to build and grow their business and their bottom line profits with M86 Security.



The Opportunity: A Changing Threat Landscape

Over the last few years, cybercriminals have deployed more sophisticated attack models to circumvent Internet security. They use dynamic obfuscated code embedded in legitimate Web pages and in rich-content files such as Flash and PDF. They also deploy malware or links to malware in seemingly benign emails, known as blended threats.

These attacks are effective because they are constantly changing, don't match typical malware profiles and are distributed in record volumes. This new threat landscape poses a growing risk for organisations and employees, especially those that use Web 2.0 applications for business operation. It also creates a growing opportunity for M86 Security's channel partners.

M86 Security: A Leader in Web and Email Security

M86 Security is the global expert in real-time Internet threat protection and the industry's leading Secure Web Gateway provider. M86 offers full-service Web and email protection, supported by M86 Security Labs. The company's appliance, software, and Software as a Service (SaaS) solutions protect more than 26 million users for more than 25,000 customers, ranging from SMB to Fortune 500 organisations. Constantly ahead of the curve, the company has moved detection and mitigation of Internet threats from zero-day to real-time, giving channel partners the added benefit of offering exclusive features and functionality.

Recognised as a "Visionary" in Gartner's Secure Web Gateway and Secure Email Gateway 2011 reports*, M86 Security's patented real-time security technologies have won numerous industry awards, including SC Magazine 5-Star Ratings. Keeping pace with product awards, the company's PartnerFocus Program has also earned accolades, such as being a three-time, 5-Star Rating recipient from Everything Channel, and receiving a "Best" ranking from Business Solutions—acknowledging the company's commitment to both continuous product development and partner support.

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Web and Email Security—From Cloud to Desktop—in Real Time

M86 Security has kept up with the Internet threats' rapid pace of evolution, providing organisations with complete, real-time Web and email security solutions, ranging from hosted services to the gateway, protecting even remote and mobile users.

The company's Real-time Code Analysis detects and strips malware hidden within Web sites—including legitimate Web sites ignored by reputation technology—and even HTTPS connections are checked, using M86 Vital Security™ technology. The M86 Dynamic Web Repair Engine™ then reassembles "cleaned" Web pages without disturbing the user experience. M86's Blended Threat Module™ secures email by delivering cloud-based protection from blended threats. It blocks and quarantines emails containing malicious code at the gateway, incorporating behavioural-based malware analysis technology to detect new attacks launched via email, and stops threats as they are happening.

* "Magic Quadrant for Secure Web Gateway", Lawrence Orans, Peter Firstbrook, May 25, 2011

"Magic Quadrant for Secure E-Mail Gateways", Peter Firstbrook, Eric Ouellet, August 10, 2011

M86 PartnerFocus Program

M86 Security's partners are valued extensions of the company and that is reflected in the M86 PartnerFocus program. Designed to complement a partner's business model and meet specific partner needs, the PartnerFocus program provides a combination of tools, resources and support which will facilitate long-term success.



Deal Registration and Renewal Protection

Deal registration protects a partner's time and the financial investment made when selling M86 products. Effective customer deal registration and notifications about additional discounts are available through the PartnerFocus Portal. Loyal partners are also rewarded for renewal business.

Certified Training

M86 University is designed to provide consistent, high quality instruction and product training to authorised channel partners, worldwide. It consists of three training tracks: Certified Sales Professional (CSP), Certified Sales Engineer (CSE), and Certified Professional (CP). Instruction is offered in classroom, webinar or self-administered (on demand) settings and supplemented by a robust learning management system that provides course listings and personalised progress tools.

Not-for-Resale Equipment and Licenses

M86 partners have access to "Not-for-Resale" product licenses, often used for training and demonstration purposes. PartnerFocus also makes it simple to purchase evaluation units at a significant discount.

PartnerFocus Portal

M86 partners have access to a centralised, on-line source for key product and pricing information, tools for submitting and tracking deal registrations, geographically relevant case studies, marketing collateral, lead generation templates, sales materials, and much more.

Market Development Funds

Platinum and Gold Partners have the opportunity to request marketing development funds for co-branded lead generation. Requests are made through the marketing department.

Designed to complement partners' business models and meet specific customer needs, the PartnerFocus Program provides a combination of tools, resources and support intended to facilitate long-term success.

PartnerFocus Membership Levels

M86 Security offers varying levels of participation that provide the flexibility to meet a partner's business needs. Partners can apply for any level within a three-tiered system of Platinum, Gold, and Silver designations; each based on a number of requirements (see chart on back page).

Platinum Partner

The Platinum Partner demonstrates a high degree of technical expertise, a firm commitment to customer support and satisfaction, and consistent revenue growth. The Platinum Partner also has at least two M86 Certified Sales Engineers and two M86 Certified Sales Professionals on staff.

Gold Partner

The Gold Partner offers value-added security expertise when positioning and selling M86 Security solutions. The Gold Partner demonstrates a high degree of technical competence and has at least one M86 Certified Sales Engineer and one M86 Certified Sales Professional on staff.

Silver Partner

The Silver Partner demonstrates a desire to provide customers with quality solutions and technologies. Participation at this level provides access to a variety of online resources and support options.

Start Growing Your Business with M86 Security. Join PartnerFocus Today.

See what M86 Security PartnerFocus can do for your business. For more information or to apply, contact us at partner@m86security.com.

For additional information about our products or M86 Security, visit www.m86security.com.

PartnerFocus Program Requirements and Benefits

	PLATINUM	GOLD	SILVER
REQUIREMENTS			
Annual Purchase Commitment			
Minimum Annual Revenues	US \$250,000	US \$100,000	No Requirement
Minimum Annual New Business Revenues	US \$100,000	US \$45,000	No Requirement
Minimum Annual New Business Deals	4	2	No Requirement
M86 Competencies			
Technical Qualifications (CSE)	2 CSE	1 CSE	No Requirement
Sales Qualifications (CSP)	2 CSP	1 CSP	No Requirement
Minimum 90% Renewal Retention	Required	Required	Required
Signed Partner Agreement	Yes	Yes	Yes
Joint Business Planning	Quarterly	Half Yearly	N/A
Annual Qualification	Yes	Yes	Yes
BENEFITS			
Partner Support			
Assigned M86 Channel Manager	Yes	N/A	N/A
M86 Account Management Team	Yes	Yes	Eligible
Sales Enablement			
Deal Registration Program	Yes	Yes	Yes
Renewal Protection Program	Yes	Yes	Yes
Sales Leads	Yes	Eligible	N/A
Advanced Roadmap & Product Info	Yes	Eligible	N/A
Not-for-Resale (NFR) Program	Yes	Yes	Yes
Evaluation Program (Hardware Discount)	Yes	Yes	N/A
Product Information & Brochures	Yes	Yes	Yes
Partner Advisory Council	Eligible	Eligible	N/A
Technical Support			
24x7 Online Support Resources	Yes	Yes	Yes
Partner Technical Knowledge Base	Yes	Yes	Yes
Access to M86 Technical Support	Yes	Yes	Yes
M86 Security Beta Program	Yes	Eligible	N/A
Training			
Online Sales & Technical Training	Yes	Yes	Yes
Classroom-based Training	Free	Eligible	Eligible
Technical Webinars	Yes	Yes	Eligible
Marketing			
Assigned M86 Marketing Resource	Yes	Eligible	N/A
Marketing Campaign Kits	Yes	Yes	Yes
Marketing Development Funds	By Request	By Request	N/A
Access to M86 Security Partner Portal	Yes	Yes	Yes
M86 PartnerFocus Newsletter	Yes	Yes	Yes

For more information about our PartnerFocus Program, visit:
www.m86security.com/partners

ABOUT M86 SECURITY

M86 Security is the global expert in real-time threat protection and the industry's leading Secure Web Gateway provider. The company's hardware, virtual appliance, software, and Software as a Service (SaaS) solutions for Web and email security protect more than 25,000 customers and 26 million users worldwide. M86 products use patented real-time code analysis and behaviour-based malware detection technologies as well as threat intelligence from M86 Security Labs to protect networks against new and advanced threats, secure confidential information, and ensure regulatory compliance. The company is based in Irvine, California with international headquarters in London and development centres in California, Israel, and New Zealand. For more information about M86 Security, please visit: www.m86security.com.



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