VIPRE Security
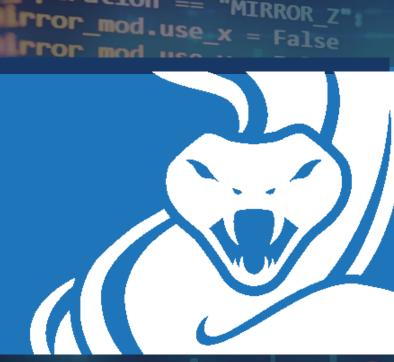# Partner Programme
UK and Ireland

01

Maximise your billable services with a technology partner you can trust.

VIPRE®

WHY VIPRE?

Our Channel philosophy is simple and our partners are at the centre of it. With one trusted vendor supplying you with award-winning, top-rated email, endpoint and web security as well as Security Awareness Training, you can be confident that we value you, your customers and your business.

Easy

- Dedicated sales team to provide quotes, demos, information & collateral.
- Premium, 24/7 local technical support included as standard.
- Partner portals to provision and manage your customers.
- Migration and on-boarding support from our dedicated teams.
- Local sales and technical support.

Safe

- Proven Channel Partner Programme with almost 500 partners across the UK and Ireland.
- Proven technology – millions of users around the world rely on VIPRE to keep their employees safe online.
- Strong SLAs protect you and your customers.
- Global product development keeps your customers safe from global threats.
- Services available to white label – leverage our features under your own brand.
- Backed by a world leader in cloud services – J2 Global Inc.

Profitable

- Receive discounted reseller rates and set your own pricing structure.
- The more you sell, the greater your margins.
- High customer satisfaction and renewal rates.
- Protected renewal margins.
- High demand products.
- Huge growth potential with our scalable services.
- Recurring revenue.

25+
years in business
10
offices worldwide

50,000+ customers

3,500+ partners

Over two billion emails processed every month

6,000,000+ endpoints protected

A WORD FROM OUR PARTNERS

VIPRE services are a core offering within our security portfolio - used by Riverlite and trusted by our customers. The products are easy to use and offer in-depth control. VIPRE is just easy to do business with.
Simon Barnes, Riverlite

We tested and added VIPRE to our security portfolio over seven years ago, impressed by the solution's range of services and technical support. Since then VIPRE has continued to be a reliable and robust service, offering a number of enhanced benefits such as customisable advanced policies and all-in-one email logs. Our customers are happy, so we are happy.
Mark Payne, Sales Director, Infosec Cloud

We use VIPRE's email security, email continuity and email archiving. We love the products; they work well and do what they should, when they should. We use the Support Team regularly to help us effectively help our customers and are always happy with their quick, helpful responses. We also work closely with the Channel Team and the sales support they provide is second to none. I can't recommend them enough!
Ben Weinburg, Prime & Modern

COMMERCIAL MODELS

We have two primary partner models, our classic *Reseller* Programme, and our *Managed Service Provider* (MSP) Programme.

Getting started is quick and easy, simply sign your partner agreement, fill in your set up form and add your customers to the service portals.

Reseller Programme

VIPRE Resellers (or annual partners) work on annual pricing models based around individual renewable contracts for their individual customers. We have Silver, Gold and Platinum partner levels. The greater the annual spend, the greater the discount against our RRP and the higher the partner level. We ask that our partners register deals so we can protect the business they have worked hard to create. When you submit a deal registration to us we'll provide you with a quote detailing both the RRP and your buy price for either a 1-year or multi-year term.

REQUIREMENTS	Silver	Gold	Platinum
Signed partner contract	✔	✔	✔
Deal Registration	✔	✔	✔
Business plan with regular review		✔	✔
Annual minimum spend		✔	✔

MSP Programme

MSP Partners have a single overarching contract with fixed unit pricing. This gives them the freedom to vary licenses from month to month. The higher their monthly spend and commitment, the higher their discount. MSPs can provision their own customers in the service portals, simplifying the on-boarding process. Our MSP levels start at Bronze – the lowest monthly commitment level - and go up to Platinum.

REQUIREMENTS	Bronze	Silver	Gold	Platinum
Signed partner contract	✔	✔	✔	✔
Monthly minimum spend	✔	✔	✔	✔
Business plan with regular review			✔	✔

PARTNER PROGRAMME BENEFITS

BENEFIT	Bronze	Silver	Gold	Platinum
Technical training	✔	✔	✔	✔
E-newsletters, seminars, webinars and events	✔	✔	✔	✔
Unlimited 24x7x365 Technical Support	✔	✔	✔	✔
Access to pre and post sales resources	✔	✔	✔	✔
Rebranding of customer interface	✔	✔	✔	✔
Co-branded sales collateral			✔	✔
NFR licences (up to 50 users)			✔	✔
Marketing plan with targeted campaigns				✔

OUR PRODUCTS AND SERVICES

Now more than ever, a layered security approach including email, endpoint and web security backed up by security awareness training, is necessary to meet today's cyber threat landscape. VIPRE enables technology partners to deliver top-rated security products backed by world-class technical support. VIPRE offers our partners flexible options to suit a variety of business needs. Our award-winning portfolio includes:

VIPRE EMAIL SECURITY	VIPRE WEB SECURITY	VIPRE ENDPOINT SECURITY
Mange all your customers from one administration portal. Setting the new standard in email security, our ATP package protects against spam, viruses, phishing and malicious attachments. Our solution's unique modular design allows you to build custom protection for your customers using our suite of add-ons.	Enterprise grade web security delivered from the cloud, with customisable packages to suit any size and type of organisation. Take control of your customers' web browsing and network security.	Top-rated anti-malware with advanced ransomware protection. Fast, powerful and easy to manage, VIPRE Endpoint is great for businesses of all sizes.
VIPRE SITE MANAGER	**VIPRE SAFESEND**	**VIPRE SECURITY AWARENESS TRAINING**
Purpose built for resellers and MSPs with multi-tenancy capabilities. Manage your client base more effectively and efficiently with this full featured management console.	Outlook add-in helping to prevent accidental insider threats and data breaches by getting users to confirm external recipients and file attachments before an email can be sent.	Manage all your customers through SAT Manager and choose from three package levels to suit their requirements. Our security awareness training packages are easy to create, roll out and manage, no matter how many or few employees in an organisation.

Add-on Services

If your customers need more than our services' core protection, it is easy to add additional optional add-ons to their package. Alternatively you can sign them up to our Advanced Threat Protection Package – the new standard in email security - which includes continuity, URL protection and attachment sandboxing.

Email Security Add-on Services

Our email security service is modular by design. Pay for the services your customers need now and add modules as the need arises.

- Email Security Phishing Protection – Malicious URL protection for email.
- Email Security Encryption – Guaranteed, seamless email to email encryption.
- Email Security Continuity – Always-on email continuity and 90 days of email replay.
- Email Security ImageAnalyzer – Protection from inappropriate imagery within emails.
- Email Security Attachment Sandboxing – True attachment sandboxing protecting against malicious files and malicious content within files.
- Email Security Archiving- Compliant email archiving for all inbound and outbound mail.

Web Security Add-on Services

Take one of our ready-made web security bundles or build your own package from our choice of add-ons.

- SSL Inspection
- Nanolog Streaming Service
- Advanced Cloud Firewall
- Bandwidth Control
- Advanced Cloud Sandbox
- Advanced Threat Protection
- Cloud Application Visibility & Control
- Web Access Control
- Data Loss Prevention

Contact us at
ukchannelsales@VIPRE.com
to arrange your tailored
demonstration of VIPRE services

OUR WRAPAROUND SERVICES

VIPRE doesn't just offer your business superior cyber security, we also work with our partners to ensure that you are supported through every step of your journey with us.

Sales Support

As part of our on-boarding process we offer service demonstrations and trials for new partners and their potential customers. We will work with you on proofs of concept to help with building end client confidence in our services and offer post-installation training.

Our account managers offer annual, six-monthly or quarterly account reviews and will work with you to create a bespoke business plan including sales, marketing and technical training. We also offer a promise of 24 hour turnaround on service requests and NFRs to qualifying partners.

Technical Support

Our Support Team are UK-based and award-winning. They are available to you and your customers 24/7/365 for installation, deployment and general troubleshooting no matter what package you have signed up to. Technical Support also offer service portal walkthroughs and can help you to set up advanced policies; they are there to ensure you and your customers get the most out of our products and services.

Training

We offer regular training webinars which are free to sign up to. You can attend them on behalf of your customers or invite them to register too. We have videos of previous training sessions for your new starters or are available to do sales and service portal training with your team.

Deployment Advisory Services and Knowledge Transfer Sessions

In order to ensure that your customers get the best out of their security services, we are happy to provide both remote and on-site sessions to assist with deployment and help your technicians get to grips with our systems' capabilities and user interface. These sessions are designed to ensure that your customer gets the support they need to use VIPRE services to their full potential.

To ensure that the customer gets the full benefit of their booked time, a 'scope of work' document is required prior to each session, so that the VIPRE engineer can review the requests and provide recommendations based on the requirements and time allowed.

This is a chargeable service, please contact your account manager for pricing.
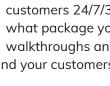
Marketing Support

As a valued VIPRE Partner, we support you to sell our services by providing you with the information and tools you need. We offer a variety of marketing support ranging from co-branding of assets and content generation all the way through to joint webinars and campaign support. For platinum partners we also offer quarterly marketing plans which include a full campaign plan, help with content and more bespoke options.

Get in touch with our Marketing Team at ukcommunications@VIPRE.com

ABOUT VIPRE

VIPRE is a leading provider of internet security solutions purpose-built to protect businesses, solution providers, and home users from costly and malicious cyber threats. With over twenty years of industry expertise, VIPRE is one of the world's largest threat intelligence clouds, delivering unmatched protection against today's most aggressive online threats. Our award-winning software portfolio includes comprehensive email, endpoint and web security as well as security awareness training and VIPRE SafeSend. VIPRE solutions deliver easy-to-use, comprehensive layered defence through cloud-based security, with mobile interfaces that enable instant threat response.

VIPRE® is a brand of the J2 Cloud Services™ division of J2 Global® Inc.

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