

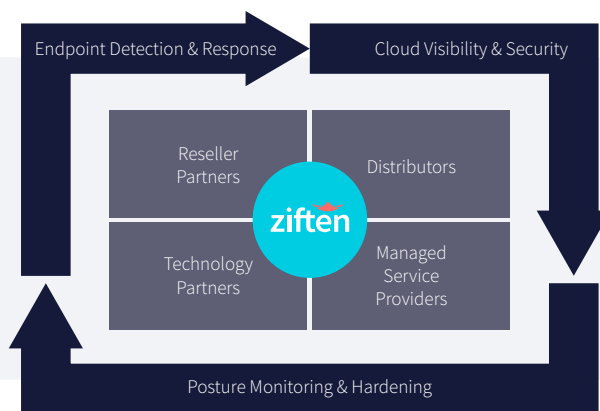


Fast Start Program for Microsoft Channel Partners Guide



Grow with Ziften and Microsoft

The Fast Start Program for Microsoft Channel Partners offers expedited onboarding into Ziften's Activate Partner Program as a Gold Partner. Sell more Microsoft Windows Defender Advanced Threat Protection (WDATP) by partnering with Ziften. Ziften has partnered with Microsoft integrating our Zenith security platform with Microsoft WDATP extending advanced threat detection and response to macOS and Linux systems for enterprise customers. Accelerate new business opportunities and expand existing business with Microsoft and Ziften. Speed customer migrations to Windows 10 and sell more Windows E5. Support more of your customer's environment with Ziften and Microsoft, and close more sales with the secure, SaaS based integrated solution for any customer endpoint, virtual machine, or cloud deployment. The integrated cloud-powered scalable and continuous architecture helps increase virtually every sale and strengthen every customer relationship. Success starts with a shared vision and hands-on partnership. Join Ziften's Fast Start Program and start growing with Ziften and Microsoft today.



Our hands-on approach and broad ecosystem helps open more doors and close more deals. To learn how Ziften can work with Microsoft WDATP to help you solve your customers biggest business challenges give us a try.

We'll help you grow with Ziften and Microsoft!

Why Partner With Ziften?

With Ziften, Microsoft partners can expand the value proposition of Windows Defender ATP. Together, Ziften and Microsoft equip partners with:

- Innovative, channel ready products and solutions to differentiate and grow your business
- Security for more of your customer's environment – endpoints, servers, and cloud; and Windows, macOS and Linux systems
- Visibility and security for your customer's complex, multi-cloud deployments
- Simple security tool integrations to deliver truly custom, differentiated solutions
- Hands-on, personalized support and life-cycle expertise

Be Part of Our Broad Partner Ecosystem

Reseller partners that package, promote, sell, deliver, and support winning solutions

Distributors that further promote and support Ziften and reseller success

Managed service providers that provide turnkey security services and delighted customer experiences

Technology partners that collaborate to offer joint solutions increasing customer value, and lowering customer total cost of ownership

Membership Overview

Ziften’s Fast Start Program features three flexible tiers – Gold Partners, Silver Partners, and Authorized Partners – to meet partners’ desired level of access and support.

Gold Partners

are proven experts in delivering Ziften solutions and have demonstrated consistent success and the ability to support all customer use cases. They have experts on staff to suit any complex deployment and deliver excellent levels of customer support.

Silver Partners

have proven success with Ziften and are committed to continued growth with Ziften solutions. They deliver the full Ziften solution set and are certified to assist with a variety of deployment needs. They are recognized for great customer support.

Authorized Partners

are starting their relationship with Ziften. They deliver superior security solutions and possess staff knowledgeable on customer use cases and needs. Authorized partnership has minimal requirements to allow new partners to start growing with Ziften.

Fast Start Program Benefits for Microsoft Partners

With the Fast Start Program, Microsoft Partners get immediate designation as a Ziften Gold Partner with no minimum annual sales requirements and waiver of Gold Partner qualifications for one year.

Partner Contacts

Join Today

<https://ziften.com/partners/fast-start-program/>

Contact Us

channels@ziften.com

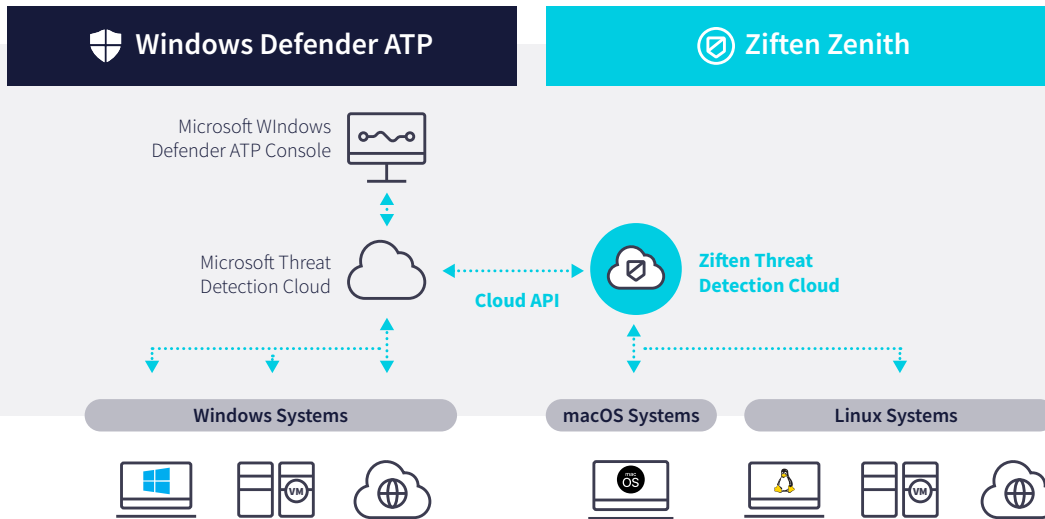
Ziften & Microsoft

<https://ziften.com/microsoft-and-ziften/>

Website

<https://ziften.com/>

Sales & Marketing Support	Authorized	Silver	Gold
Welcome kit	✓	✓	✓
Deal registration	✓	✓	✓
Demo software	✓	✓	✓
Communication on new products	✓	✓	✓
Invitations to webinar trainings	✓	✓	✓
Access to Partner Portal	✓	✓	✓
Promotions and rewards	✓	✓	✓
Preferred pricing at distribution	✓	✓	✓
Renewal tracking and alerting	✓	✓	✓
Access to joint marketing programs		✓	✓
Eligible for Partner Advisory Board		✓	✓
Channel marketing support		✓	✓
Channel manager			✓
Invited to Gold Partner events			✓
Eligible to receive leads			✓
Education			
Web-based sales training	✓	✓	✓
Access to knowledge base	✓	✓	✓
Beta / early product availability		✓	✓
Ziften hands-on classroom training		✓	✓
Roadmap discussion (under NDA)			✓
Requirements			
Partner agreement	✓	✓	✓
Annual sales volume requirement		✓	✓
Sales certification		2	5
Sales engineer certification		1	3
Annual business plan		✓	✓
Sales forecasting			✓
Lead follow-up and reporting			✓
Provide level 1 support			✓
Joint marketing			✓



Membership Has Its Privileges

Being part of the Ziften Fast Start Program helps accelerate new opportunities and expand existing business. The program delivers powerful financial incentives and partner enablement programs that fast-track growth and reward success:

Deal Registration: Register new opportunities to gain deal protection and increased incentives

Hands-on Partnership: Dedicated field sales, and sales engineers to drive new sales opportunities and support daily pre-sales engagements

Demo Software: Demo software and backend environments to easily demonstrate the value proposition to customers

Guaranteed High Margin Sales: Cloud-based software security solutions solving high-value customer needs

Market Development Assistance: Initiatives and funds available to drive incremental demand and lead generation

Flexible Training: Webinars, online and in-person classes, technical courses, and certification

Solutions Fit for Microsoft WDATP

Ensuring endpoints are reliable, safe, and secure increases the value of customers' relationship with you.

All-the-Time Visibility and Control

- We mean all-the-time – continuously streamed visibility into client device, server, virtual machine and cloud activities

Endpoint Detection and Response

- Microsoft WDATP and Ziften Zenith enable customers to detect, investigate, and respond to cyber-attacks on any system – Windows, macOS and Linux
- Visibility and security with a single "pane of glass" - the WDATP management console
- Advanced threat detection through deep binary analysis, global threat intel, and IoC and behavior monitoring
- Remote incident response, containment, and remediation

Cloud Visibility and Security

- See what's happening in, and secure multi-cloud, Windows and Linux-based environments
- Cloud-powered security supporting the most highly complex, multi-cloud enterprise environments