STORMSHIELD

Partner Connect Programme

Why join the Stormshield network?

Here at Stormshield, we have been working in close partnership with our resellers for many years to co-construct solutions that create value.

Joining the Partner Connect programme

- means a guarantee of higher margins for you as a benefit of selling certified and qualified French solutions;

- ensures that you receive day-to-day marketing, commercial and technical support;

- provides you with privileged access to all of our resources;

Stormshield gives me the tools to tackle every issue relating to the security of my customers' information systems, so I can satisfy all of their needs.

— **MIND TECHNOLOGIES**
Stormshield Platinum Partner

20
years of partnership, trust and support

3
partnership levels

900+
partners

40+
countries

We work closely with our partner network, forging relationships of trust. This network represents the backbone of Stormshield.

— **Pierre-Yves Hentzen**

CEO of Stormshield

Stormshield

All over the world, businesses, government institutions and defence organisations need to be sure they can rely on trusted partners to support their digital transformation and provide the cybersecurity for their infrastructure, users and data.

Stormshield technologies are certified to the highest European level, protecting their business by responding to the IT and OT challenges they face. Our security solutions give you the freedom to do business with full confidence.

Why Stormshield?

The European name in information security.

AIRBUS

A 100% subsidiary of Airbus CyberSecurity and a part of Europe's greatest industrial success story.

Powerful, acknowledged solutions providing cyber security for infrastructure, users and data.

Dual IT/OT skills base, meeting the specific constraints of both environments and strengthening links between them.

Certifications at the highest European level (visa de sécurité ANSSI , EAL4+, Producto CCN Aprobado, Producto CCN Cualificado).

Local support as a key aspect of partner relationships.

Security offers co-constructed with our partner network to meet customer needs and offer simpler, more reliable solutions.

Why become a partner?

We commit to working alongside you to help you acquire new skills, increase your efficiency and gain access to new markets.

Offer certified, qualified technologies for reliable, trusted solutions.

Increase your turnover with recognised solutions and prospects for additional sales.

Improve your profitability with high-margin products and service offerings.

Benefit from support from Stormshield in all phases of your projects.

Increase customer satisfaction and loyalty with 24/7 support.

Certification at the highest level enables you to offer your customers top service quality.

Regular marketing initiatives support you as you grow your business.

Raise your brand visibility in the IT security sector.

How does it work?

The Partner Connect programme is open to all of our certified partners. Three levels of partnership (Silver, Gold, Platinum) are available, according to the technical certifications obtained.

Your membership of this programme is a token of your trust in us as you build your service offerings around our solutions. That's why we undertake to provide you with commercial, marketing and technical assistance as you grow your business.

You'll enjoy such benefits as a secure, dedicated online space where you can find a full set of sales tools, and a profile on our website.

Dedicated training centres for high-quality learning

Our training courses are aimed at partners who have already signed up, or wish to sign up, for the Partner Connect programme. They are delivered by Stormshield and carefully selected partners who have obtained Stormshield Training Center (STC) status.

For more information on our training courses and upcoming sessions, visit our website.

30+
training centres around the world

200+
training courses delivered every year

1,400+
accreditations issued every year

The benefits and commitments* of the Partner Connect programme

STORMSHIELD'S COMMITMENTS	NETWORK SECURITY			ENDPOINT SECURITY			DATA SECURITY		
Commercial support	Silver	Gold	Platinum	Silver	Gold	Platinum	Silver	Gold	Platinum
Regular provision of commercial information.	●	●	●	●	●	●	●	●	●
Tracking of maintenance renewals.	●	●	●						
Promotional programmes.	●	●	●	●	●	●	●	●	●
Raised profile via Stormshield partner location tool.	●	●	●	●	●	●	●	●	●
Access to dedicated pre-sales and sales resources.		●	●		●	●		●	●
Sales incentives available on request.			●			●			●
Access to the Deal Registration		●	●		●	●		●	●
Marketing support	Silver	Gold	Platinum	Silver	Gold	Platinum	Silver	Gold	Platinum
Provision of Stormshield graphic charter.	●	●	●	●	●	●	●	●	●
Promotional materials (brochures, goodies, etc.).	●	●	●	●	●	●	●	●	●
Assistance with marketing initiatives (open-doors events, trade shows, etc.).		●	●		●	●		●	●
Co-financing of marketing initiatives (on request).		●	●		●	●		●	●
Provision of co-branded sales tools.			●			●			●
Technical support	Silver	Gold	Platinum	Silver	Gold	Platinum	Silver	Gold	Platinum
Participation in beta programmes.	●	●	●	●	●	●	●	●	●
Access to a secure partner area.	●	●	●	●	●	●	●	●	●
Access to the knowledge base.	●	●	●						
Regular provision of technical information.	●	●	●	●	●	●	●	●	●
Direct access to Stormshield technical assistance (level 1).	●	●	●	●	●	●	●	●	●
Direct access to Stormshield technical assistance (level 2).		●	●		●	●		●	●
Ability to generate RMAs independently.			●			●			●
PARTNER COMMITMENTS	NETWORK SECURITY			ENDPOINT SECURITY			DATA SECURITY		
	Silver	Gold	Platinum	Silver	Gold	Platinum	Silver	Gold	Platinum
Administrator Certification (CSNA, CSEA, CSDA, CSNOT)*.	1			1			1		
Expert Certification (CSNE, CSEE, CSDE)*.		1			1	2		1	2
Troubleshooting & Support Certification (CSNTS)*.			2						
Registration with the Partner Connect programme.	●	●	●	●	●	●	●	●	●
Adherence to the Stormshield brand.	●	●	●	●	●	●	●	●	●
Promotion of the Stormshield name and logo on the partner website.	●	●	●	●	●	●	●	●	●
Requirement to purchase NFR (Not for Resale) products.		●	●						
Creation of a shared business plan.			●			●			●

* CSN: Certified Stormshield Network / CSE: Certified Stormshield Endpoint / CSD: Certified Stormshield Data / CSNOT: Certified Stormshield Network Operational Technology.

* For a definition of each of these criteria, please refer to the detailed sheets for each partnership level.

Ready?

Come and join the Stormshield adventure!

https://www.stormshield.com/partner-connect

Any questions? We're waiting to answer them:
channel@stormshield.eu

STORMSHIELD

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STORMSHIELD

Stormshield, a wholly-owned subsidiary of Airbus CyberSecurity, offers innovative, end-to-end security solutions for the protection of IT networks (Stormshield Network Security), workstations (Stormshield Endpoint Security) and data (Stormshield Data Security).

www.stormshield.com