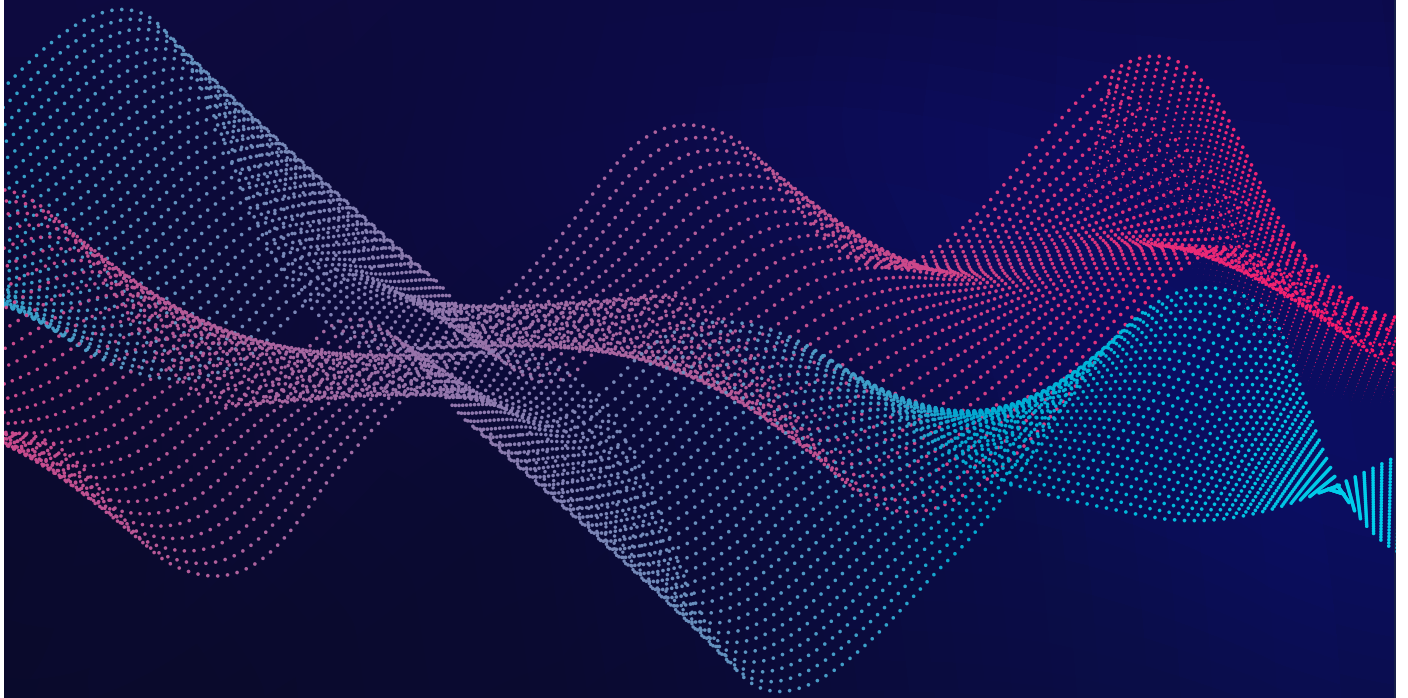


PARTNER PROGRAM GUIDE

Netwrix Managed Services Provider (MSP)



Introduction

Our MSP Partner Program is designed to recognize the expertise of our partners and build rewarding and trusted relationships with positive business outcomes. MSP partners play a substantial role in our business, so we invest in them and support their success in addressing customers' business challenges.

Partnership Benefits

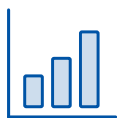
SERVICE OFFERING DIFFERENTIATION

To stay competitive in today's crowded market, you need to differentiate your offering with services that help your clients protect their business from data breaches and stay compliant with various regulations. The Netwrix MSP Partner Program enables you to extend your portfolio with advanced data-centric security services and can help you transform your business from MSP to managed security services provider (MSSP). Sell more to your existing customers and attract new clients by delivering the following security services:



Continuous IT Compliance

Enable customers to reduce the time and effort required to prepare for and pass compliance checks by quickly compiling evidence in an easy-to-read format. You can offer compliance services for PCI DSS, HIPAA, CCPA, GDPR and many other regulations.



Automated IT Risk Assessment

Regularly identify and mitigate IT risks in a customer's environment with automated monitoring and scoring to improve their security posture and reduce the likelihood of breaches. Demonstrate your effectiveness with a graphical risk overview.



IT Incident Management

Offer customers swift detection, investigation and response to data security incidents. Be the first to know when there's suspicious activity around sensitive data and get to the bottom of it in time to respond appropriately before an incident turns into a breach.

PARTNER-DRIVEN DEVELOPMENT

To help you stay competitive and meet customers' needs, we conduct regular surveys and interviews with our partners worldwide, and carefully consider their feature requests and other feedback when building our product roadmaps. This collaborative approach has enabled us to achieve 60% growth in our MSP partner network YOY.

COMPREHENSIVE PARTNER PORTAL

The Netwrix Partner Portal provides you a wide range of the assets and self-service functionality to maximize the value of your Netwrix partnership. Whether you want to gain product and market knowledge, find tools to effectively sell Netwrix solutions, or monitor the status of your business with us, you can find everything in one place.

- **License tracking.**

Get full visibility into your clients' licenses and the monthly billing process, as well as your demo (NFR) licenses.

- **Lead and opportunity management.**

Easily manage your leads, deal registrations and opportunities.

- **Resources.**

Access our extensive library of sales tools, including sales guides, cheat sheets, datasheets, compliance guides, surveys and reports.

FULL SALES AND MARKETING SUPPORT

These solutions support all stages of the MSP sales process, from sales enablement and demand generation to pre-sales, customer onboarding and customer retention. The Netwrix Partner Portal provides:



Sales Enablement Toolkit

- **Sales cheat sheets** — Use the key selling points and qualifying questions in these reference guides to prepare for sales calls and meetings with customers.
- **Vertical selling guides** — Target specific verticals more effectively. Our guides reveal industry-specific qualifying questions and pain points, matched with Netwrix solution features and their customer benefits.
- **Sales enablement webinars** — Attend regular educational sessions with Netwrix experts to learn how to sell more to your existing customers and attract new clients by delivering data-centric security services.



Marketing Enablement Toolkit

- **Marketing campaigns-in-a-box** — Launch successful marketing campaigns easily. Each ready-to-use package contains a landing page, email template, social media posts and other assets.
- **Events-in-a-box** — Easily organize a lunch & learn, webinar or other physical or online event that you host jointly with Netwrix. Our pre-built packages provide professional messaging, artwork and other collateral.
- **Marketing collateral** — Explore our extensive library of marketing collateral, including eBooks, reports and mapping guides. Share them with prospects to generate leads.

FREE TRAINING AND CERTIFICATION

Learn how to quickly roll out and efficiently deliver data-centric security and compliance services with our demo licenses and free online and face-to-face training. Stand out from competition by earning technical and sales certifications.

- **Technical certification program.** Demonstrate your competency to install, configure and demo the Netwrix Auditor platform and applications.
- **Sales certification program.** Acquire a solid knowledge of the Netwrix Auditor solutions, the benefits they provide, and the data security, IT operations and compliance use cases they help users address.
- **Onsite/online lunch & learns.** Get onboarded to the Partner Program quickly and easily by attending a lunch & learn session with your MSP partner manager and a solutions engineer that covers the sales, marketing and technical perspectives.
- **MSP partner success webinar.** Refresh your knowledge of our technology and program, and ask any questions you have directly to our solutions engineers and MSP partner managers.
- **Not-for-resale (NFR) license.** Use this free demo license to get familiar with our products and conduct live product demos for prospects.

ADDITIONAL BENEFITS

Netwrix appreciates your investment in our partnership, so we offer additional services to make your business with us easier and more successful:

- **Netwrix technical support.** Enjoy a variety of support options, including our first-class, U.S.-based customer support team with a solid 97% satisfaction rate.
- **Dedicated MSP enablement team.** Our experts will arm you with the tools, knowledge and resources you need to successfully leverage our solutions for your security practice.
- **Deployment options** — Netwrix solutions can be deployed wherever your customers need it:



On premises



In the cloud



Virtual appliance

- **Integration capabilities.** Our prebuilt add-ons enable you to deliver even more value to customers by easily integrating our solutions with ConnectWise Manage, ServiceNow, SIEMs like Splunk and SolarWinds, and more.

PRICING AND BILLING MODELS

Netwrix MSP partners can operate under either a one- or two-year contract. The Netwrix pricing model includes different tier packages, each with a specific price point to ensure a profit margin for you. We invoice you monthly based on the number of licenses you have deployed. If you use the Netwrix Phone Home feature, each license will report in on a nightly basis and you will be billed for the average number of licenses used during the preceding 30-day period.

Discover More

Get more information about Netwrix solutions: <https://www.netwrix.com/solutions.html>

Take a tour of Netwrix products: www.netwrix.com/one-to-one

Join our partner program: https://www.netwrix.com/partner_registration.html