

OUR PARTNERS PROGRAMS



Find about the different **partners programs** and their benefits

Our goal is to allow all partners or companies who wish to become partners to benefit from every content of our programs.

	AUTHORISED	SILVER	GOLD	MSSP
BÉNÉFICES				
Sales / Technical support	✓	✓	✓	✓
Co-funded marketing support	—	on demand *	✓	✓
Deal Registration and protection	✓	✓	✓	✓
Demonstration equipment	—	✓	✓	✓
Logo on Gatewatcher website	—	✓	✓	✓
Provision of content and joint communication	—	on demand *	✓	✓
Qualified leads provided	—	—	✓	✓
Direct access to level 1 and 2 support	—	—	—	✓
Direct access to level 3 support	✓	✓	✓	✓
Access to beta and early adopter programs	on demand *	on demand *	✓	✓
Access to MSSP licenses	—	—	—	✓
ENGAGEMENTS				
Partnership agreements	✓	✓	✓	✓
Sales plan	—	—	✓	✓
Lead Tracking and reporting	—	—	✓	✓
Quarterly sales review (QBR)	—	on demand *	✓	✓
Certified sales staff	1	1	2	2
Certified pre-sales staff	1	1	2	2
Certified security expert	0	1	2	2
GCSP (Gatewatcher Certified Security Professionnal)	0	1	2	2
GCSE (Gatewatcher Certified Security Expert)	0	1	2	2
GCSA (Gatewatcher Certified Security Analyst)	0	1	2	2
Audited SOC	—	—	—	✓

*upon request of the partner and validation by Gatewatcher

Your benefits and commitments when joining the partner program

BENEFITS	
Commercial / Technical support	Gatewatcher commits to train the partner technically and commercially on a continuous basis so that he/she benefits from all the information necessary for the resale and deployment of these solutions
Co-funded marketing support	Gatewatcher commits to co-finance direct or indirect events related to its activity in order to promote the brand or to increase its market share
Deal Registration and protection	Partners who request it, can benefit from a protection and preferential discounts if the partner submits a project that neither Gatewatcher nor any other partner is aware of
Demonstration equipment	Gatewatcher undertakes to provide all the equipment and information so that the partner can be autonomous to present or demonstrate the solution
Logo on Gatewatcher website	Within the framework of the partnership with Gatewatcher, the logo of the partner company may be used on the website www.gatewatcher.com
Provision of content and joint communication	Gatewatcher undertakes to provide all the documentation concerning the solutions and may, within the framework of co-financed marketing actions, make dedicated and joint communications with the partner
Qualified leads provided	Gatewatcher undertakes to provide qualified projects to these partners or to work on the partner's client/prospect base in order to detect new projects
Direct access to level 1 and 2 support	Gatewatcher reserves the right to access Level 1 and 2 support. Only partners and/or end-users who have subscribed to Level 1 and Level 2 support will be able to benefit from it
Direct access to level 3 support	Access to Gatewatcher support is only available to partners. End-users do not have access to it and if they do Gatewatcher will have no obligation to answer and will refer them to their historical partner
Access to beta and early adopter programs	Partners will be able to join our beta tester or "Early Adopter" program upon request by email
Access to MSSP licenses	Specific licenses and references dedicated to partners who have signed the MSSP contract
COMMITMENTS	
Partnership agreements	Signing of the partner contract, essential conditions of the agreement between Gatewatcher and the reseller
Sales plan	Depending on the status, the partner and Gatewatcher will set up a commercial action plan in order to define the objectives, and leads to detect projects
Lead tracking and reporting	Setting up follow-up and reporting meetings, in order to follow the progress of the projects provided or not to the partners
Quarterly sales review (QBR)	A minimum quarterly review will be set up for Gold partners or those who request it to ensure the commercial follow-up and to update the commercial plan
Certified sales staff	As part of the partnership contract, it is stipulated that at least one sales person will be responsible for Gatewatcher solutions
Certified security expert	Within the framework of the partnership contract, it is stipulated that at least one technical person will be a reference for the Gatewatcher solutions
Certified security expert	Gatewatcher is a company specialized in cybersecurity, it is strongly recommended to have a certified cybersecurity expert who can validate Gatewatcher's developments
GCSP (Gatewatcher Certified Security Professionnal)	The GCSP certification of one or more persons can be requested to the partners. Partners have 12 months upon signing the partner contract to train the number of people required to maintain their status with Gatewatcher
GCSE (Gatewatcher Certified Security Expert)	The GCSE certification of one or more people may be requested from the partners. Partners have 12 months from the signing of the partner contract to train the number of people required to maintain their status with Gatewatcher
GCSA (Gatewatcher Certified Security Analyst)	GCSA certification of one or more people may be requested from partners. Partners have 24 months from the signing of the partner agreement to train the number of people required to maintain their status with Gatewatcher
Soc audité	Within the framework of a conforming use of our solutions, Gatewatcher will be able to make an audit of the operational centers of security using these solutions
*sur demande du partenaire et validation de Gatewatcher	

Do not hesitate to contact our sales team by writing to channel@gatewatcher.com or directly on our website