

Help your customers protect their files with Glasswall CDR

Become a Premier Partner and edge out the competition



Bring your customers instant file-based threat protection

Offer a richer security portfolio with patented technology your customers have never seen before. You'll stand out from the competition when you introduce them to Content Disarm Reconstruction (CDR) technology from Glasswall.



A partner program built for you

We've taken the guesswork out of staying competitive. Value-added resellers, managed service providers and system integrators can all offer our innovative CDR technology to their customers without the confusion of tiers and varying discounts. We work deals alongside you for maximum margins.

We know that your customers and prospects are your greatest asset and we've built our partner program to reflect that. A single tier makes sourcing Glasswall through the channel fair while registration and incumbency margins protect the pipeline you build.

Unlock Premium Partner benefits

You'll have every resource you need to educate your customers about CDR technology and invest in materials to help you sell Glasswall solutions including:



Partner Portal

Access sales and marketing help, technical support and pricing data anytime from anywhere.



Marketing Development Fund

Get up to 10% of your annual revenue target to help you market and sell our CDR solutions.



Training

Learn everything you need to know about CDR from sales tactics to technical information in our Partner Academy.



Just want to make a referral?

If you prefer to make an introduction to our solutions and let us handle the sales process, become a Referral Partner. You'll get a referral compensation with no special requirements or obligations. Simply make the referral and we'll take it from there.

Edge out the competition with deal registration

Through our Partner Portal, you can let us know who you're introducing our solutions to and protect that deal from your competitors. We'll never reveal the details of your deal to others.

- Register opportunities only – no existing accounts.
- Get an additional 20% margin on approved opportunities.
- Work the deal quickly – registrations are valid for 90 days (but we'll extend it up to 60 days one time only).
- Remember that even if you hold a deal registration, other Glasswall partners can still work the same opportunity - but only the partner holding the deal registration gets the additional 20% margin.
- **BONUS!** You'll get a 15% incumbency protection margin for renewal of closed won registrations in subsequent years.

Work the opportunity with us

Deal Registration Example

 Glasswall

 Premium Partner

-  1. You identify the opportunity.
-  2. You register the opportunity in the Partner Portal or with PRM or distributor.
-  3. You provide the information in order to register the opportunity.
-  4. Glasswall sales/channel account managers receive notifications with the details.
-  5. Glasswall sales account manager approves/denies deal registration within 24 hours.
-  6. Deal registration status confirmed with you via email/PRM.
-  7. Glasswall account manager engages with your account manager to plan the next steps (like a call or demo).
-  8. Glasswall and your account managers notify each other of all communications with the end user (related to this product/solution).
-  9. You request deal registration extension if needed, and the Glasswall account manager approves or denies accordingly.
-  10. You request pricing from Glasswall/PRM or distributor.
-  11. Glasswall/distributor supplies pricing, including deal-registration margin and any additional discount needed.
-  12. You send pricing to the end user, including their payment terms and delivery.



Ready to become a Glasswall Premier Partner?

Contact our Partner Team to get started

partners@glasswall.com