ACCELERATOR PARTNER PROGRAM

Our Mission:

To **exceed** our partner's expectation by delivering the optimal partner experience while **protecting** the customers they serve.

MSPs help eliminate the perceived risks of adopting critical-business managed services such as security, while positioning themselves as a trusted advisor and lifecycle partner to their customers.

With the shift to the cloud, the dynamics of how SMB and mid-size enterprises acquire new technology and functionality has been transformative, yet it has never been truer than today, to the channels that serve these businesses. Managed Service Providers (MSPs) have quickly risen as the trusted advisor with their advanced sticky services and capabilities that help fill the entry level to advanced security requirements of small- to mid-market businesses while allowing them to concentrate on what they know best, running their own business without the concern of a business intrusion event occurring.

As part of this cloud transformation, the cybersecurity market of vendors too has exploded adding a heightened sense of complexity and choices for MSPs and their IT solution service portfolio. With dozens of Endpoint Protection offerings and now hundreds of Managed Detection and Response (MDR) solutions, you as a trusted advisor to your customers need to quickly cut through the noise and team with a Solution Provider that gets you and the needs of your business.

Discover the Solution

Becoming an Xcitium Partner

Our certified partner program is a value-based model. It's about "quality". Just as you are looking to offer quality IT vendor offerings, Xcitium is not looking for hundreds of partners, we're looking to qualify quality partners to invest in. We want to focus on practice areas where partners can add value for Xcitium and Xcitium can add value for our partners.

Xcitium's Partner Program is designed to drive growth and profitability for your company. Making Xcitium's award-winning portfolio of cyber security solutions part of your managed service offerings will enable you to compete and differentiate yourself on value created for your customers.

Our Partner Program provides you an overall experience that is easy to consume and has the flexibility to expand as both you, and we, continue to grow. Our focus is on building new revenue streams for you, adding value for our joint customers and investing in resources to make you successful. We want this program to reach beyond your expectations. Our success is your success, and we don't take that for granted.

Learn More

The Partner Experience

Xcitium's Partner Program was designed to provide our partners with the key tools and services required for an optimal partner experience that enables ongoing partner revenue growth and peace of mind for your clients

STRATEGY
A global partner experience that delivers revenue growth.

MARKETING
- Campaigns
- Awareness
- Recruitment
- Content
- Communications

Xcitium
"Accelerator"
Partner Program
Delivering the Partner Experience by:

Accelerating Time-to-Market
Accelerating Time-to-Revenue
Accelerating To Win!

PROGRAMS
- Marketing Funds
- Deal registration
- Enablement
- Co-Marketing

ENABLEMENT
- Onboarding
- Partner Portal
- Education
- Training
- Certification

Enablement	**Programs**	**Marketing**	**Xcitium Cybersecurity Solutions**
Accelerating Time-to-Market	Accelerating Time-To-Revenue	Accelerating Success for our Partners	Accelerating Peace of Mind for Your Customers

Program Overview

Xcitium's Accelerator Partner Program is a multi-level program that offers Xcitium partners the chance to turn dedication and experience into profit. Each level provides different access and benefits based on a partner's level of commitment and revenue performance.

PROGRAM TIERS

The Xcitium Channel Partner Program offers our partners three tiers. Each tier offers a set of benefits that grow as you expand with Xcitium.

AUTHORIZED
Entry level tier for partners registering with Xcitium

GROWTH
Invitation tier for partners that commit to technical/sales competencies and a minimum ACV with Xcitium

POINT
Escalation tier for elite partners that meet all technical/sales competencies and a minimum reoccurring ACV with Xcitium

REQUIREMENTS	AUTHORIZED	GROWTH	POINT
Accept Terms & Conditions	Yes	Yes	Yes
Invitation Required	--	Yes	Yes
Annual Volume Commit Required	--	Yes	Yes
Xcitium Technical Certification	--	1 Certification	2 Certifications
Business Planning	--	Annual	Twice Annual
Co-Marketing Campaign	--	1 Per Year	1 Per Quarter

REQUIREMENTS	AUTHORIZED	GROWTH	POINT
Sales and Technical Training	√	√	√
Access to Sales and Technical Enablement Certification	√	√	√
Access to Partner Communications	√	√	√
Access to Partner Portal		√	√
Access to MDF		√	√
Assigned Partner Success Team			√

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READY TO ACCELERATE

To begin making Xcitium's Cyber Security Platform a growth engine for your company, apply to the program by visiting the Online Partner Program Application at www.xcitium.com. Together, we can further develop your business, transform your managed services offerings and empower you to meet the security needs of your customers.

Apply Now

AWARDS & RECOGNITION

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