

# Share Our Mission

## PARTNER PROGRAMS

### Securing Others. Together.

The need to protect sensitive data workloads, comply with industry regulations and preserve customer brand reputations is crucial for businesses today.

The same security and responsibility that we bring to cloud environments underpin the relationships in our partner programs. So, how can we help the world — together?

Increase your company's value, refer colleagues and associates with confidence, and either grow your income through generous monthly commissions, or pass that value on to your referrals as a monthly discount.

It's all obtainable via Armor's lucrative Value-Added Reseller or Referral Partner programs.

### Are You A Fit?

Armor maintains highly successful relationships — supported by joint objectives — with organizations and vendors of all types. Are you a managed service provider, app developer, compliance auditor, digital creative agency, healthcare IT specialty or other type of security professional? We should talk.



#### NEW PARTNER TRAINING & ONBOARDING



#### MONTHLY WEBINARS & TRAINING



#### CO-BRANDED SALES COLLATERAL



#### DEDICATED ACCOUNT MANAGER



“With its unwavering commitment to putting security and compliance issues first, Armor is empowering organizations to more quickly and fully capitalize on the benefits of cloud computing.”

– Partha Panda

Vice President of Global Channels & Strategic Alliances



ARMOR™

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### Two Programs, One Goal



#### Value-Added Resellers

As a Value-Added Reseller, you'll leverage Armor's secure cloud solutions to enhance your own offering. Receive sales training and materials to help you position your integrated services to your prospects and customers. Increase margins with additional benefits that scale with your business.



#### Referral Partners

Our irreplaceable Referral Partners lead colleagues and associates to realize the Armor benefits. It's easy to submit referrals and manage your account through the Armor Partner Portal.

USE OF ARMOR BRAND

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MONTHLY ARMOR TRAINING

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CONSULTATION FOR POSITIONING

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INTUITIVE PARTNER PORTAL

NEW PARTNER ONBOARDING

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CO-BRANDED SALES COLLATERAL

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DEDICATED ACCOUNT MANAGER

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COMPLIANCE GUIDANCE

### Join the Armor Team

Your dedicated partner account manager will have the experience and tools necessary to help you position all Armor products and solutions as an integrated service.

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ARMOR™