

Partner to Partner Program

Port53 enables organizations to safely and securely thrive in the digital world by delivering enterprise-grade solutions that are easy to deploy, simple to manage, and extremely effective.



WHAT WE DO

Port53 is a leading provider of cloud based cybersecurity solutions and cyber services. As a Gold Provider, we work closely with leading security offerings from Cisco Security, and have built a robust Professional and Managed Services portfolio of offerings to help implement and optimize our clients' security postures. Our flagship MDR offering, built on Cisco XDR, is a global managed services offer allowing organizations of all sizes to detect, respond, remediate and recover from any cybersecurity incident before any damage is done.

Formed to protect businesses from cybersecurity threats, Port53 tests, deploys, and implements proven solutions used by Fortune 500 companies and tailored to resource restrained organizations. Port53 gives customers a predictive and integrated approach to their cybersecurity posture.

TARGET AUDIENCE



BENEFITS OF PARTNERSHIP



GLOBAL PARTNER PROGRAM: MDR ONLY

Designed for Cisco partners with a security practice or those looking to create one.

	MDR (PRO)	MDR (PREMIUM)
REQUIREMENTS		
Port53 Signed Partner Agreement	✓	✓
Signed Non-Disclosure Agreement	✓	✓
Completed Partner Profile	✓	✓
Annual Business Revenue Commitment	N/A	✓
New Partner Onboarding Process	✓	✓
BENEFITS		
Competitive Partner Discounts	✓	✓
License Renewals Through Partner	✓	✓
Sales Exec and Sales Engineer Training	✓	✓
Eligible for SPIFF Promotions	✓	✓
Pre-Sales Partner Account Manager	✓	✓
Post Sales Technical Account Manager	✓	✓
Post Sales Customer Success Manager	✓	✓
NFR Licenses	N/A	Free
Co-Branded Marketing Materials	✓	✓
Joint Business and Marketing Plan	✓	✓
Pipeline Impact Program	N/A	✓

MDR PROGRAM DETAILS

- Partner to provide (resell) Cisco XDR to end customer
- Port53 to implement and optimize the Cisco XDR technology
- Discounts are based upon a 12-month term. Multi-year discounts also offered.
- No early termination fees.
- Co-sell support (sales, pre and post technical)

GLOBAL PARTNER PROGRAM: REQUIREMENTS

Join our program is as simple as completing these straightforward, competitive requirements.

Signed Partner Agreements: Partners must commit to excellence by signing our partner agreement and non-disclosure agreement, ensuring a strong foundation for our partnership.

Completed Partner Profile: To unlock the full potential of our partnership, partners in the Port53 Partner Program must complete a comprehensive partner profile, enabling us to tailor our support to your unique needs.

Annual Business Revenue Commitment: Port53's Global Partner Program, Partner's who achieve higher business revenue levels receive better solution discount rates and increased profitability.

New Partner Onboarding Process: Accelerate your path to success with our streamlined onboarding process, designed to ensure a comprehensive engagement and fast start to successful selling and revenue attainment in the Port53 Global Partner Program.

GLOBAL PARTNER PROGRAM: BENEFITS

Competitive Partner Discounts: The Port53 partner program provides competitive product discounts to maximize partner profitability.

License Renewals through Partner: Port53 partners retain the right to renew licenses for their customers.

Sales and Engineer training: Sales executives and sales engineers receive product training on Port53 solutions.

SPIFF Promotion Eligibility: Pro and Premium partners are eligible for program sales incentives when available.

Account Support: Partner Program participants are eligible for pre and post sales support for partners and technical resource. In addition, Port53 will assign a customer success manager for new accounts to ensure a smooth transition.

NFR Licenses: Premium level partner are eligible for NFR licenses at no cost.

Co-branded Marketing Materials: Partner program members receive access to marketing materials for co-branding.

Joint Business and Marketing Plan: Partners in both the Pro and Premium tiers will work with Port53 team members to create Joint plans to ensure alignment and mutual success.

Pipeline Impact Program: Premium level partners are eligible for the Port53 demand generation program, building robust sales funnels for Port53 solutions.

