

Now, more than ever, SonicWall SecureFirst Puts Partners First



Why there's never been a better time to be a SonicWall partner

At SonicWall, we believe that successful partnerships are built on a foundation of collaboration and trust. That's why we went directly to our partners to find out what they wanted to see in a partner program.

The result? A SecureFirst that truly puts our partners first — designed to help partners in any industry, operating under any business model, be successful:

- Highly competitive discounting, dedicated support, and exclusive access to SonicWall University learning tools empower you to grow your business.
- Flexible billing and licensing models increase efficiency and "ease of doing business."
- SonicWall SecureFirst's partner track tiers provide a clearly defined path for upleveling your business.

Our two new partner tracks — Velocity and Mastery — allow you the flexibility to choose your level of engagement with SonicWall:

- Start fast with Velocity: With minimal entry requirements, Velocity is a lightweight partner experience that allows for speed to market and provides a variety of valuable benefits.
- Grow strategically with Mastery: For partners that want to become fully immersed in the SonicWall platform, Mastery offers a more in-depth path to jointly growing business, along with greater rewards.
- We put MSPs and MSSPs first: Our Service Provider Plan offers best-in-class security solutions, additional pricing options, exclusive tools, personalized support and more.

Partnering to Win

SonicWall SecureFirst partners can access valuable benefits without having to dive into training or business planning commitments:



Awareness

- Leverage SonicWall communications, tools and resources.
- Get easy access to financial support for marketing and sales development, empowering you to grow your business as our partnership grows.
- Stay up to date on the latest threats and how to combat them through our sophisticated learning tools.



Sales

- Protect your opportunity with deal registration.
- Get special limited-time pricing through product promotions.
- Consult SonicWall's Solution Engineers on quoting, configuration, demos and driving business outcomes for your customers.



Enablement

- Access virtual and live training on SonicWall University, webinars, Not for Resale (NFR) products and more.
- See SonicWall solutions in action with live demos.



Support

- Leverage world-class support to get the most from your solutions.
- Access a seamless, best-in-class support experience with Premier Support Services, SonicWall's online self-service capabilities and more.

To find out more about how the enhanced SecureFirst Partner Program can help you maximize profitability, minimize complexity and go to market on your terms, visit sonicwall.com/partners.



"Our global partner community drives SonicWall's success. The enhanced SecureFirst Partner Program demonstrates our unwavering commitment to them."

Michelle Ragusa-McBain
Global Channel Chief

