

Privoro Partner First Program

We're shaping the future of mobile security. Join us.

ABOUT PRIVORO

We believe that compromising security and personal privacy to live and work in today's ultra-connected, sensor-driven world is unacceptable. Privoro is committed to providing security and privacy solutions that help people, governments and businesses defend against the growing threats of mobile espionage, unwarranted data collection and credential attacks. We have assembled a world-class team focused on addressing the highly complex challenges of engineering innovative, high-performance, easy-to-use solutions that enable people to trust and control their electronic devices and protect their sensitive information.

THE PARTNER FIRST PROGRAM

Privoro is committed to a channel led go-to-market strategy that is profitable, easy to use and meaningful to our business partners. Our partners benefit from a truly innovative and unique set of product offerings built on a high-security, intelligent platform that circumvents the vulnerabilities of mobile devices. The products are receiving high levels of interest from C-Suite and Government clients.

Our partnerships are collaborative and mutually beneficial. Whether you're selling our products or integrating Privoro technology into existing solutions, our dedicated channels team, deal registration and training programs are built to ensure our partners thrive in the market.

KEY PARTNER BENEFITS

Multiple sales opportunities

Leverage multiple products for Enterprise, Federal and Legal clients. Specific target opportunities for individuals dealing with sensitive information, overseas travelers and those who use burner phones. Potential add-on sales opportunities as well as new revenue streams to maximize sales now and in the future.

- Core mobile security solution (SafeCase)
- Software-as-a-Service (SaaS) subscription model
- Hardware add-ons (backpacks)
- Product warranties
- Managed services opportunities

Unique engagement position

Engage your prospects with new technology that closes the hardware security gap found in commercial off-the-shelf (COTS) mobile devices.

- New market segment
- Growing awareness of smartphone vulnerabilities
- C-suite and public-sector interest

Powerful sales tools

Privoro offers a range of sales tools to help you convert prospects into sales.

- Sales enablement materials
- Prospect engagement tools
- Online sales training and certification



PRIVORO®

Partner Tiers



	AUTHORIZED	FOUNDATION	PREMIER
Privoro Partner Portal Access sales enablement materials and prospect engagement tools	▼	▼	▼
Co-branded marketing material Get co-branded sales sheets, datasheets and more	▼	▼	▼
Online sales training and certification Stay up to speed on the most successful sales strategies	▼	▼	▼
Privoro logo Use the Privoro logo as authorized for web and marketing content	▼	▼	▼
Deal registration program Receive additional product discounts for approved deal registrations		▼	▼
Not for resale (NFR) program Receive significant discounts on products intended for internal training and demonstrations		▼	▼
Incumbent renewal program Receive additional product discounts for renewals by repeat customers		▼	▼
Listing on Privoro website Be easily found by potential customers within your geographic area		▼	▼
Pre-qualified sales leads Receive qualified leads from our dedicated channel team			▼
Early access to new products Learn about Privoro products before they hit the market			▼
Requirements			
Signed partner agreement	▼	▼	▼
Privoro sales certifications		3+ USERS	5+ USERS
Privoro technical certifications		1+ USERS	3+ USERS
Purchase of one or more SafeCases		▼	▼
Quarterly business review (QBR)			▼

Our dedicated partners play a key role in helping us provide enterprise and government organizations with unparalleled control over their most important

data and systems. We look forward to cultivating long-term partner relationships built on shared success.



PRIVORO®