

Why Partner with Vade Secure



MSPs have no shortage of vendors to support their clients' evolving cybersecurity needs. By partnering with Vade Secure, you get access to turnkey email security solutions that offer higher accuracy and higher margins—along with the expertise, resources and support to make you successful every step of the way.

GLOBAL MARKET LEADER WITH A SINGULAR FOCUS

While other vendors offer multiple products (e.g. archiving, backup, encryption, endpoint protection, firewall, etc.), Vade Secure spends 100% of its resources developing best-in-class predictive email defense solutions.

Thanks to this singular focus, we have a unique global footprint:



#1 ISPs
US, UK, France,
Germany & Japan



600 million
protected mailboxes



5,000 customers
in 76 countries

INNOVATIVE, AWARD-WINNING SOLUTIONS

Our relationships with the world's largest ISPs benefit partners in many ways, from industrial-scale solutions that deliver optimal performance, to unprecedented threat intelligence that feeds our highly accurate AI and machine learning models.

Vade Secure is at the forefront of developing innovative technologies and approaches to detect advanced email threats. We currently hold 8 US patents and have received numerous industry awards.

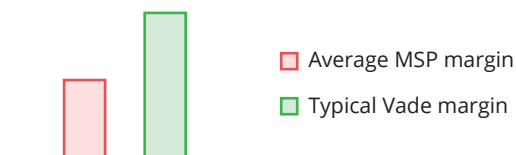


ALIGNED WITH MICROSOFT'S CLOUD STRATEGY

Vade Secure is fully aligned with Microsoft's cloud strategy, allowing you to seamlessly augment your offerings. Part of the Microsoft OCP catalog, Vade Secure for Office 365 is easily sold as an add-on layer to EOP or ATP.

PRICING FLEXIBILITY AND ABOVE-MARKET MARGINS

Partners have flexibility to set their own end client price, resulting in above-market margins. Vade also offers term commitments and pooled volume discounts, along with an evergreen clause ensuring residual payments.



FAST, EASY SALES CYCLES



<5 MIN
to activate clients

Vade Secure for Office 365 is easy to demo and easy to sell, allowing you to accelerate your sales cycle. Because the product is activated in just a few clicks, you're able to start POCs instantly—often during the first meeting!

Because we're only successful when you're successful, Vade Secure offers deal support, especially early in the relationship. We're happy to support meetings, demos, and POCs until your team is self-sufficient.

EXTRAORDINARY SUPPORT

Vade Secure offers numerous resources to quickly onboard and enable new partners:

- **Partner Portal** – A hub for training, marketing collateral, and technical documentation. Partners can manage clients and instantly provision trial and production licenses of Vade Secure for Office 365.
- **Training Academy** – The Academy provides online, role-based training and certification for partner sales reps and sales engineers, allowing them to gain the knowledge necessary to sell and manage Vade solutions.
- **Free NFR License** – Free NFR licenses allow you to protect your own employees' mailboxes, while gaining experience and confidence with our products.
- **Technical Support** – While partners are expected to provide Level 1 support for their customers, they have access to 24/7 email and phone support to assist with more complex needs.
- **Marketing Support** – Our marketing team works with partners to support demand generation activities, including the creation of co-branded assets and joint marketing programs.

Add a license ×

Product

Vade Secure Office 365

Microsoft Tenant ID

XXXXXXXX-XXXX-XXXX-XXXXXXXXXXXX

Environment

US

Trial

7 days

Subscription

1 year

3 years

Mailboxes

100

“ We are a new Vade Secure partner and thus far have been thrilled with the product and service! The response and support for partners has been extraordinary. ”

Jason Burr, President, First Service Solutions, Inc.

About Vade Secure

- ✓ 5,000+ customers in 76 countries
- ✓ 95 percent renewal rate
- ✓ 85 percent of workforce in R&D
- ✓ 10 billion emails analyzed per day
- ✓ 880 million phishing emails detected in 2018

Contact

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