Siemplify

Siemplify 20/20
Partner Program

With the cybersecurity marketplace a diverse hotbed of activity, it can be difficult to identify who to add to your security portfolio amid a seemingly endless supply of options. As competition grows, leading to eroding reseller margins, a partner program built on simplicity, visibility and transparency throughout the sales process can separate itself from the pack and lead to channel success.

Highlights

A "Sell-With" Strategy

Cybersecurity customers are asking for solutions to their challenges rather than simple technology answers. This demands a co-selling environment in which vendors and partners avoid conflict, with the mutual goal of solving customer needs.Our channel program's "sell-with" relationship strategy ensures this collaboration and welcomes in partners at the early stages of the opportunity lifecycle.

No-Hassle Deal Registration

Deal registration gives you — and only you — deeper discounts for driving sales engagement. This approach means you can be confident your firm will recover its investments with wins and healthy margins.

"See Clearly" Margin Assurance Program

Our margin assurance program provides a predictable margin on every deal you register. You are always provided with deal protection, including a guaranteed margin, even when special or non-standard pricing is warranted. There is no hidden agenda here, only a shared vision of selling. Your profitability comes first.

An Attractive Cybersecurity Sector

The daily battle to efficiently and effectively handle the barrage of threats entering the security operations center (SOC) is further complicated by disjointed security tools and an ongoing skills shortage. Security orchestration, automation and response (SOAR) has rapidly become a critical part of a proactive SOC by helping to dispose of these very challenges and serving as a lean-and-mean force multiplier.

Comprehensive Enablement

Building on our sell-with strategy, Siempify will provide you with training, skills and knowledge — either one-on-one or via an online portal — allowing you to learn about the SOAR space and discover how to approach and qualify customers and prospects as you engage with us to locate, complete and close deals successfully.

Profitable Single-Tier Program

We do not penalize new partners or create margin erosion by using quota-based tiers. In other words, you will never be compelled to accept a small margin to avoid a higher-tier partner from taking over your deal. Our program is reliable and easy, and you start earning above-average margins on day one.

20/20 Benefits

Maximize and Simplify Your Ability to Engage with Opportunities and Win SOAR Deals

Join One of Information Security's Hottest Sectors

Count on Above-Industry-Average Margins with Predictable Results

Avoid Opportunities Lost Due to Poor Deal Management and Internal Competition

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There is no hidden agenda, only a shared vision of selling. Your profitability comes first.

The Siemplify Difference

Siemplify is the leading vendor-agnostic security operations platform globally, and is consistently chosen by world's best security teams, from Fortune 500 firms to global MSSPs, as their security platform of choice. Siemplify provides much more than playbooks and automation. Based on years of expertise running and training military and civilian SOCs across the globe, Siemplify has built a complete security operations platform that addresses the broadest set of SecOps needs. With built-in case management, investigation, crisis management, collaboration, KPI tracking and a rich library of built-in knowledge – Siemplify is a true workbench for analysts and engineers, and the SOC manager's secret weapon to driving continuous improvement.
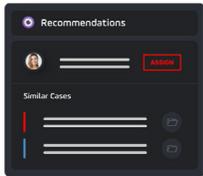
Only Siemplify Delivers

A Complete SOC Platform

Everything needed to run a cutting-edge security operations team complete with embedded security know-how.

Simple Analyst Experience

An intuitive experience that empowers even junior analysts to consistently make good, fast decisions.

Context-Driven Investigations

Turn data into insights using a patented context-driven engine to understand the who/what/when of every case.

Siemplify is actively seeking to expand our trusted reseller community, looking for the best and brightest in the industry to improve security operations around the world. If you are ready to take your business, and your relationship with your customers, to the next level visit here or request more information at [EMAIL].

Trusted by the Best

From Fortune 500 firms to global MSSPs, Siemplify is the secret weapon behind several of the world's leading security teams.

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"Creating playbooks with Siemplify is so easy, it almost feels like cheating."

Security Engineer, Fortune 500 Logistics Company

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"Siemplify is handling 98% of our level one tickets. Our ability to scale has increased by a factor of 10."

Brad Horsley, CTO Choice Solutions

"

"My analysts love Siemplify. It allows them to automate repetitive tasks and focus on higher-level work."

Cameron Rayner, SOC Manager, Crowe

Download the Free Community Edition

siemplify.co/community