

IronPort Channel Program

At-A-Glance



IronPort® is an independent business unit of Cisco Systems. Operating as a part of Cisco's Security Technology Group, IronPort is a leading provider of anti-spam, anti-virus and anti-spyware appliances for organizations ranging from small businesses to the Global 2000.

IRONPORT EMAIL SECURITY APPLIANCES

Spam volumes double every six months, and spam messages are no longer just a nuisance but can be malicious executables that harvest information. IronPort email security appliances protect companies of all sizes:

- **Spam protection:** Email and Web reputation filtering technology is combined with industry-leading IronPort Anti-Spam™.
- **Virus defense:** IronPort Virus Outbreak Filters™ are paired with fully-integrated traditional anti-virus technology from Sophos and McAfee.
- **Secure messaging:** Policy enforcement, content filtering and encryption technology fulfills compliance and regulatory requirements.

IRONPORT WEB SECURITY APPLIANCES

According to industry estimates, approximately 75 percent of corporate PCs are infected with spyware, yet less than 10 percent of those companies have perimeter spyware defense. IronPort provides:

- **The industry's fastest Web proxy**, along with integrated caching and content acceleration capabilities.
- **Scanning across all ports** at wire speed as well as messages to alert customers about compromised hosts within their network and "phone-home" activity.
- **URL filtering:** URL categorization data is augmented with reputation data from IronPort's SenderBase.
- **Web reputation and Anti-malware protection:** IronPort Web Reputation Filters™ analyze over 50 different web traffic and network related parameters to evaluate a URL's trustworthiness. Webroot and McAfee spyware and malware signatures block malicious content at the gateway.

IRONPORT EMAIL ENCRYPTION TECHNOLOGY

More than 25 percent of all outbound email messages contain content that poses a legal, financial or regulatory risk to the corporation. With IronPort:

- **Secure email delivery** seamlessly encrypts and digitally signs confidential email messages.
- **Breakthrough encryption technology** supports universal "push" delivery to any email address.
- **Relies only on recipient browser** and does not require recipient PKI or software plug-in.
- **Granular message tracking** for recipient deliver and read receipt verification.
- **Integrates with existing email infrastructure** (e.g. Exchange, Notes, Groupwise).
- **Fully integrated with best in class content filtering technology** to provide enterprise compliance with regulatory requirements.

PROFILE OF A SUCCESSFUL IRONPORT RESELLER

A partner who is most successful selling IronPort has a specific profile – slanted with security, email and Web expertise:

- **Security focus:** At least 25 percent of the partner's overall business is derived from security focus.
- **Existing email security practice:** Partners with a messaging practice.
- **Pre-sales engineering resources:** Critical, as partners are required to manage evaluations.
- **Experience:** Familiarity with Web security and/or email encryption technologies.

IronPort products are now available through Westcon. Please contact Westcon or your IronPort Channel Account Manager if you have a partner who meets the above criteria.

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THE IRONPORT CHANNEL PARTNER PROGRAM

As an independent business unit of Cisco, IronPort continues to manage a channel program separate from Cisco's program, similar to the way that ATP partners are managed.

There are four levels of the IronPort Channel Partner Program, with each level requiring sales, certification and marketing commitments.

| |  |  |  |  |
|--|--|---|---|---|
| | Bronze | Silver | Gold | National |
| FEATURES | | | | |
| Meet annual sales commitment | X | X | X | X |
| IronPort Certified Security Associate (required) | X | X | X | X |
| Pre-sales installation commitment | X | X | X | X |
| Quarterly marketing commitment | | X | X | X |
| Deal registration through the IronPort Partner Portal | X | X | X | X |
| BENEFITS | | | | |
| Online marketing support | X | X | X | X |
| IronPort Customer Support (www.ironport.com/support) | X | X | X | X |
| Monthly IronPort update communications | X | X | X | X |
| Unlimited access to the IronPort Partner Portal (www.ironport.com/partners) | X | X | X | X |
| Additional margins (through deal registration) | X | X | X | X |
| Lead sharing | | X | X | X |
| Co-marketing support | | X | X | X |
| Assigned IronPort Channel Manager | | X | X | X |
| Access to IronPort training documentation | | X | X | X |
| Eligibility for IronPort Partner Roundtable event(s) | | X | X | X |
| Discounts on products for evaluation/internal use | | X | X | X |
| Priority lead distribution | | X | X | X |

WHERE SHOULD I GO FOR MORE INFORMATION?

To learn more about IronPort products, services and channel program, please visit: www.ironport.com/partners.