Tailored upon your needs.

the first Partner Program shaped around you.

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Welcome to Panda

At Panda Security our first priority is helping you to retain and grow your customer base, increase your business, and provide always the best technology.

We are delighted to provide deal protection, discounts level, lead generation programs, sales tools, direct support, business plan services, technical hands-on sessions, and training.

For more than 25 years, Panda Security has been the leader in security solutions. We are located in more than 80 countries supporting our Partners on a daily basis.

The Partner Program is designed to meet you needs of your growing business. Our levels are designed to fit as much as possibile your characteristic, your ability to grow and the level of your competency. The level is determined by revenue and certification (Sales and Technical).

Our commitment is to help you growing with innovative technologies. We decided to focus on Cloud security since 2007 with the most channel oriented portfolio in the market.

The most compelling program, the best channel offering portfolio.

Resellers   MSP & MSSP   CSP   System Integrators

Distributors

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Strategic Alliances

ISPs   Consulting Firms   OEMs

Managed Security Providers

This program is aimed to increase your sales.

Partners focused on managed services business may start adopting specific service oriented tools like Panda Security Partner Center.

You will be able to centrally manage the complete life-cycle of your customers, all of your licenses, control and manage the security posture of your installation base.

With Panda Security Partner Center you can avoid managing complex security, or managing different solution brands, thanks to an innovative single point of control.

With one program, one technology, you can control and manage everything from the cloud without any kind of infrastructure providing a best-in-class Security Protection and IT Management services.

Panda Security MSP Program gives you the ability to provide a level of service with no upfront commitment, no upfront buying stock, but leaving you the choice to adopt a monthly, quarterly, or annual payment options.

Manage the life-cycle of your customers and all of your licenses, re-assign the unused service months to another customer.

Control the security status of your entire technological park

Complete view of every customer's technical needs.

Scholastic Communication, USA

"We have customers that are now on their third renewal contracts in a row with Panda Security, a clear sign that our partnership with Panda works great!"

"Teddy Gabbart, CEO

System Integrators

We provide you everything you need to grow your business, protecting your customers from traditional threats and new-generation of malware, cryptlockers, files attacks, and from the new evolving IT threat landscape.

Panda Security provides everything you need to quickly get up to speed, close new business, prospecting, and ensure success, with: deal registration discounts, incentive programs, leads, dedicated Partner Account Manager and more.

Panda Security is a leader in cloud cyber security. We work every day to deliver the best technology as possibile, innovative solutions, and interfaces easy to be managed.

A successful Panda Security System Integrator must demonstrate success in selling tailored enduser solutions, with a burning desire to succeed and be the best.

Our team will be dedicated exclusively to your business

Best cybersecurity value proposition for you company growth

Exclusive access to Security Audit Services

"Working hand in hand with Panda Security on our commercial offerings has opened an entire market that we would have never reached beforehand. Now, we have a portfolio of solutions and complementary services that are very appealing and valued by our customers, who, in exchange, provide us with a very profitable return"

David O'Neill
VP of Sales

Cloud Service Provider

With the Cloud Security Provider Program you can transform your business with a more deeper customer engagement, greater profitability, and a complete new revenue stream.

Becoming a CSP, you can combine high-margin value proposition with Panda Security products, having the ability to provide customer support and billing.

Customer demand for cloud services is drastically increasing. Without any upfront investment you can provide the best cloud security services on the market, specifically designed to provide the lighter solution ever build and the most advanced technology on the market.

With Panda Security CSP Program you have the opportunity to become an advisor for our customers, providing technology, services and support, again and again.

Monitor the real-time security posture of your customers providing a proactive security services.

Boost your revenues with no licenses and architectural upfornt investment.

Secure your customer business and protect their assets.

Steen Comunication, USA

"Panda Security not simply provided technologies solutions, they completed our offering with a monthly basis subscription model enriched by managed services, and great support.

"Robert Arhaam, VP of Sales

Partners Program

	Business	Premier	Elite
Marketing			
Welcome kit	•	•	•
Access to partner portals	•	•	•
Newsletter communications	•	•	•
Marketing materials		•	•
Business Plan Services		•	•
White Labelling and Co-Branding material		•	•
Sales			
Welcome offer	•	•	•
Discounts on special operations		•	•
Try&Buy program	•	•	•
Exclusive promotions		•	•
Dedicated account manager		•	•
Business protection program		•	•
Discount level	15%	25%	30%
New Business Goal	2.500 CHF	5.000 CHF	15.000 CHF
Opportunity Registration Discount (ORD)		3%	5%
Pre-Sales Support			
Online Technical & Commercial Certification	Technical	Technical & Commercial	Technical & Commercial
Pre-sales direct access		Phone	In Person
Software for Internal-use		Disc. 50%	Free

¿Why Panda?

Technology

Our 25 years of experience in the cybersecurity industry has enabled us to learn and create the most effective technology solutions.

Collective Intelligence and R&D help us to develop products and services worldwide. Innovation is in Panda Security's DNA and we have successfully registered several global recognized patents. Both external expert analysts and our clients recognize Panda Security as one of the most innovative companies in the industry.

Global Reach

Our presence in over 80 countries, in every region of the world, ensures that we will be able to give you the best service, anywhere.

We are available when you need us.

Margins and Trade Policy

Let's be direct: we all want to get the maximum possible profit.

Our win-win approach should be beneficial for both parties.

We want to work together, as partners, and we want you to sell as much as possible. Your success is our success.

Simplicity

Technology and cyber security are already complex topics. We don't need to complicate them further.

We should focus our time on the most important thing: growing your business.

Sales Support

We will help you whenever you need it, especially in sales.

On certain occasions, our presales team can work with you supporting your sales opportunities.

You'll also have access to all of the tools and materials you need, so you will be capable to face all of your challenges posed by your customers. You can count on us to help you at any time.

More information:

www.pandasecurity.com/business/partners/

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